

Building Higher Trust 130 Avoid Withdrawals

by **Bob Whipple, MBA, CPTD**



Trust between people is like a bank account: make lots of deposits and avoid withdrawals.

There are numerous habits that can help you achieve a higher balance of trust. A few of the important ways are listed below.

Key ideas to avoid withdrawals

1. **Extend Trust.** By extending trust first in a relationship, you are putting the train on the track in the right direction. Remember that trust is reciprocal.
2. **Be reliable and consistent.** Consistently follow through on your commitments and promises. This action builds a sense of trust as others can rely on you to “walk your talk”.
3. **Maintain open and honest communication.** Be transparent in your communication with others. Avoid withholding important information or deceiving them, as this erodes trust. Encourage open dialogue and actively listen to the concerns and perspectives of others.
4. **Keep confidentiality.** Respect the privacy and confidentiality of others. Avoid sharing sensitive information without permission.
5. **Be dependable and supportive.** Be there for others when they need you. Offer assistance, lend a listening ear, and provide support when someone is going through challenging times. Showing that you care and can be relied upon strengthens trust. Remember that empathy shows more in your body language than in your words.
6. **Avoid gossip and negative talk.** Refrain from engaging in gossip or spreading rumors about others. Engaging in negative talk usually results in a trust withdrawal.
7. **Maintain consistency in behavior.** Consistency in your actions and behavior helps build trust. Avoid being unpredictable or acting in ways that contradict your words. People are more likely to trust those who demonstrate reliability and consistency over time.
8. **Admit mistakes and take responsibility.** When you make a mistake, own up to it and take responsibility. Avoid making excuses or shifting blame onto others.

Demonstrating accountability and a willingness to rectify errors can help rebuild trust.

9. **Respect boundaries and commitments.** Honor personal boundaries and commitments made with others. Show respect for their time, opinions, and decisions. Respecting boundaries fosters a sense of trust and mutual understanding.
10. **Be trustworthy yourself.** Trustworthiness is a two-way street. To expect others to trust you, you must also demonstrate trustworthiness in your actions and words. Build trust by being honest, reliable, and accountable in your interactions.
11. **Do the right thing.** If you always do the right thing, even when nobody else knows, you build confidence in yourself. You must have trust in yourself before you can build trust with others.

By avoiding withdrawals and making lots of deposits along the way, you will ensure a high balance of trust. Remember that building and maintaining trust takes time and consistent effort. It is essential to be patient and understanding, as trust can be fragile and easily damaged.

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