



Challenge

Points of connection

4

How Can I help you?

OUR CHARACTER IS WHO WALKS THROUGH THE DOOR WHEN NO-ONE IS LOOKING..

Credibility  
Reliability  
Intimacy  
Self-orientation

The need for TRUST

Points of connection  
Interests  
Values  
GOALS

Encourage

Listen

What does trust look like?

5 Servant leadership

TRUST

What can I do to help you on this journey

Authenticity

Reliability

Intimacy

Selfless

Expertise

Build trust

TIME

2

Genuine interest

Invest time

3

it will take time

Build Relationships