

7 ACTIONABLE WAYS TO BUILD *trust* IN YOURSELF

SELF TRUST

=

A CLEAR AND UNWAVERING COMMITMENT TO HAVE YOUR OWN BACK

If you ever need to choose between building trust with yourself or with someone else, always choose yourself. When you sacrifice your self-trust in a relationship, you...

- Create a pattern of putting other's needs above your own
- Stop speaking up on the things that are important to you
- Grow slowly and methodically resentful
- Forget who you are

7 ACTIONS AND QUESTIONS THAT WILL HELP BUILD SELF-TRUST



ACT LIKE YOU BELONG

How would you show up if you already believed you belonged?



GROW YOUR PROFESSIONAL COMPETENCE

What new knowledge would help set you up for more success?



SPEAK UP

What would you say if you were honoring the truth of who you are?



GO ON AN "ADVICE DETOX"

What decision would you make if you couldn't ask anyone else for advice?



PRACTICE FORGIVENESS

What do you need to forgive yourself or someone else for?



GROW YOUR NETWORK

What relationships do you want to grow?



TAKE DECISIVE ACTION

What is the next right step?



BUILDING A CULTURE OF *trust*

TRUST = THE UNWAVERING BELIEF THAT YOU WILL HAVE MY BACK.

KEY STATS ON TRUST:



3 FACTORS TO BUILDING TRUST WITH OTHERS

TRANSPARENCY
is your ability to be open and honest.

TACT
is your ability to make people feel safe.

TOGETHERNESS
is your ability to make people feel like they're part of a team.

✓ Actionable Steps:

- Explain the why
- Ask for feedback
- Own your mistakes
- Set clear expectations

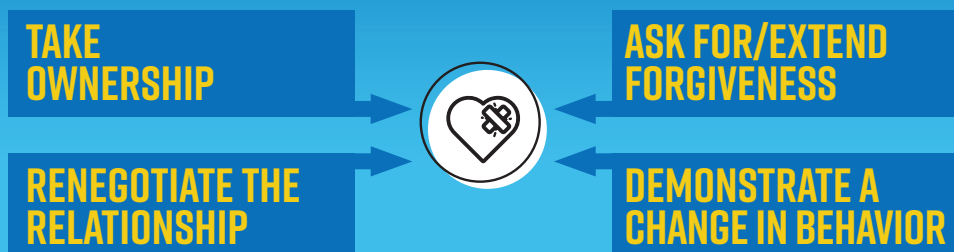
✓ Actionable Steps:

- Pause before responding
- Listen to understand
- Detach from outcome
- Regulate your emotions

✓ Actionable Steps:

- Recognize people's efforts
- Be consistent
- Spend time together
- Show empathy

HOW TO REPAIR TRUST THAT'S BROKEN



WHY IS TRUST IMPORTANT?

As trust increases, so does. . .

- △ PRODUCTIVITY
- △ ENGAGEMENT
- △ RETENTION
- △ WELLBEING
- △ CANDOR
- △ TEAMWORK
- △ BELONGING
- △ CUSTOMER EXPERIENCE



**TRUST IS MONEY,
 AND YOUR BIGGEST
 COMPETITIVE ADVANTAGE**

Trust keeps people coming back!



ORDER YOUR COPY ON AMAZON

JUSTINPATTON.COM

f t i y i n
 @JPINSPIRES

¹Harvard Business Review, The Neuroscience of Trust 2017

²Qualtrics Employee Experience Trends Report 2021

³The Great Resignation Is Really the Great Discontent, Gallup 2021

MAXIMIZING YOUR LEADERSHIP PRESENCE

How to Show Up, Stand Out, & Shake Up The World

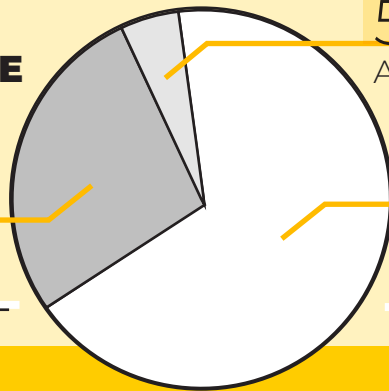
3 FACTORS OF EXECUTIVE PRESENCE

28%
COMMUNICATION

5%
APPEARANCE

67%
GRAVITAS

Source: 2013 Center for Talent Innovation



Order Leadership Presence on Amazon or follow Justin on social media for more tips.

f t i y i n @JPINSPIRES

PRESENCE VS LEADERSHIP PRESENCE

PRESENCE:

the style you show up with and how that style makes someone feel.

LEADERSHIP PRESENCE:

a style of communication that earns others' confidence and trust.

We all have presence, but not everyone has **LEADERSHIP PRESENCE.**

6 ACTIONABLE WAYS TO MAXIMIZE YOUR LEADERSHIP PRESENCE



MASTER YOUR INNER GAME

Know who you are at your best
Live your core values
Honor your strengths



MAKE YOUR APPEARANCE MATTER

Be well groomed
Dress to fit the culture
Add your authentic signature



VALUE CANDOR AND CARE

Have a point of view
Share your truth
Be tactful in your delivery



MANAGE YOUR INTENSITY

Pause when emotionally triggered
Name emotions to tame them
Be aware of your body language



PUT EMPATHY BEFORE INFORMATION

Deeply listen to others
Acknowledge their feelings
Dampen the intensity in the room



PROTECT YOUR ONLINE PRESENCE

ASK YOURSELF:
Will this post build my credibility/brand?
Is this truthful/tactful?
Will this post make my momma proud?

40 lessons in 40 years



- 01 You don't get what you deserve. You get what you go after.
- 02 Allow yourself to love and be loved.
- 03 You cannot be a great leader of others until you first become a great leader of yourself.
- 04 There is nothing more dangerous than your ego on the hunt to prove its worthiness.
- 05 Love people enough to tell them the truth.
- 06 Find your voice, and you will find your confidence.
- 07 The bridge between your suffering and your healing is forgiveness.
- 08 You cannot love people into your version of existence.
- 09 Guilt is a sign that you walked away from the truth of who you are.
- 10 Don't drown quietly. Ask for help.
- 11 Go to therapy when you need it.
- 12 When you're not sure what to say, start with empathy.
- 13 Take time for things that bring you joy.
- 14 Believe in something bigger than yourself.
- 15 Take radical responsibility for your energy.
- 16 Stop trying to prove you belong and act like you belong.
- 17 Sometimes you will play bigger than others are ready for. Play big anyways!
- 18 Refuse to own others' insecurities.
- 19 Authenticity trumps everything else.
- 20 We can all be assholes, so give people a break.
- 21 Mind your business. Most things have nothing to do with you.
- 22 Don't give toxic people an audience.
- 23 Laugh every chance you get.
- 24 Be around people who challenge you to dream bigger and think deeper.
- 25 Relax. Most things are not as serious as you make them out to be.
- 26 It is okay to change your mind.
- 27 You always know the next right answer. Trust it.
- 28 Be a kind driver. Always let other cars over.
- 29 Presence is the greatest gift you can give someone.
- 30 It is denial that holds us back from growth, not other people.
- 31 You can honor your emotions without being emotional.
- 32 You can make something purposeful come from anything.
- 33 You're not what you think. You're what you act on.
- 34 Don't hang people's feedback on your soul.
- 35 Hold onto friends who make you feel less alone in the world.
- 36 Walk away when you are consistently being pulled out of the truth of who you are.
- 37 There is enough success for everyone. Support others.
- 38 Courageous action will take you further in life than fear ever will.
- 39 You have the right and freedom, at any moment, to redefine who you want to be.
- 40 Hold hands with people you love.