



Building and Sustaining Trust

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My Story

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IMPROV Scenario:

You've just met a stranger, and...

I need:
A location,
An interaction,
A fear/worry

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When Trust is Necessary

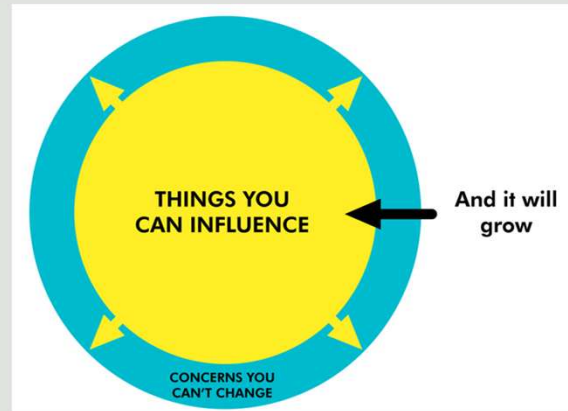
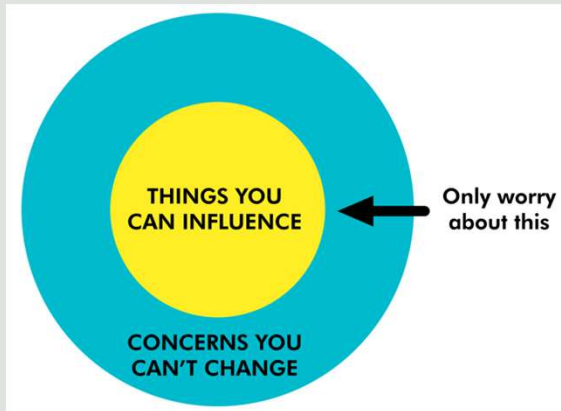
Interdependence
&
Risk

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Why Trust Matters



Without it you can not influence



Source: The 7 Habits of Highly Effective People by Stephen R. Covey

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The Foundations of Trust

- Authenticity
- Integrity
- Vulnerability

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Vulnerability

Why is Vulnerability
a foundation of
trust?

What does
Vulnerability look
like to you?



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Vulnerability Turn-Taking

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Integrity

Why is integrity a foundation of trust?

The most massive violations of trust are violations of integrity.



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How do you practice Integrity?



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Authenticity

Why is authenticity a foundation of trust?



How do you develop authenticity?

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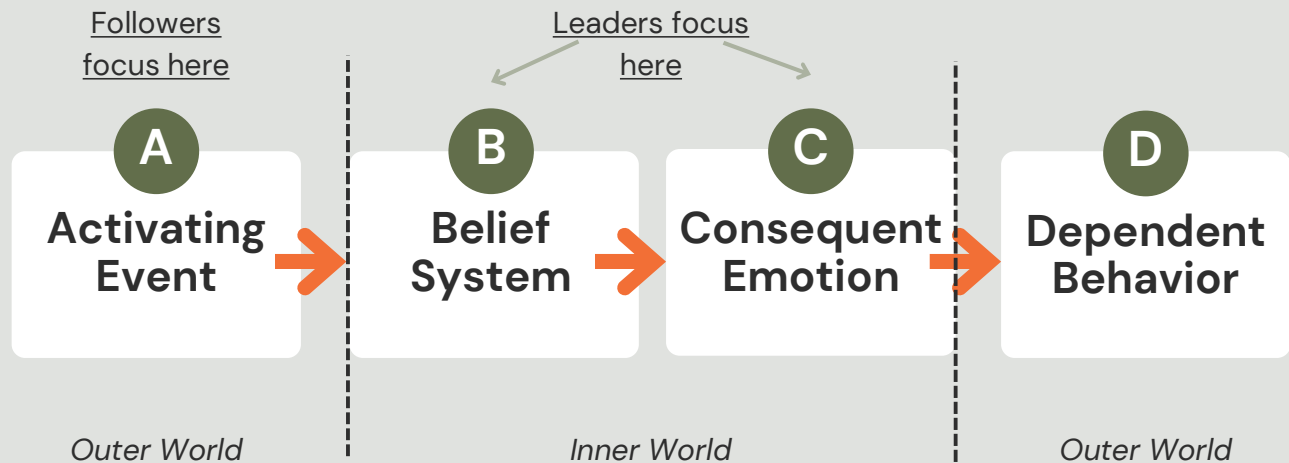
Self Awareness for Authenticity

Where are you at?

Where are you going?

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Turning Emotions Into Insight



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Breakout

- How is trust broken?
- When you break someone's trust what do you do about it?
- Why do some people struggle with trust?
- What are some ways to rebuild trust?

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Rebuilding Trust

- Openly discuss the breach of trust
- Take ownership
- Identify your needs
- Reestablish boundaries
- Allow for emotions
- Communicate
- Be patient



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What are your next steps?

1. Practice vulnerability through discomfort to create risk and interdependence.
2. Develop integrity through making and keeping promises to yourself.
3. Create authenticity by integrating your current self with your ideal self.
4. Challenge your beliefs through the ABCD to identify and face down dysfunctional habits.

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Free Coaching Opportunity: Q & A



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Further Questions? Get In Touch



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