

Summary notes: The Speed of Trust by Stephen M.R. Covey

Self trust = character (integrity & intent) + competence (capabilities & results)

Integrity

- Make and keep commitments to yourself
- Stand for something
- Be open

Intent

- Examine and refine your motives
 - Declare your intent
 - Choose abundance
1. When I'm in the middle of a negotiation do I really believe it is possible to come up with a solution that can benefit both of us (win/win) or do I believe that for them to benefit I have to lose?
 2. When I'm in a meeting and ideas are being tossed around, do I really believe that there is enough credit and recognition to go around or do I believe that someone is going to get it and I want that someone to be me?
 3. Do I believe that if I love other people that my own supply of love will be replenished or diminished?
 4. Do I believe that there is room for other people to see things differently than I do and still be right?
 5. Do I believe that whatever my economic circumstances, I can share with and benefit others?

Capabilities

- Run with your strengths and with your purpose
- Keep yourself relevant
- Know where you're going

Track Record/Results

- Take responsibility for results
- Expect to win – we tend to get what we expect.
- Finish strong

Trust is ...

a combination of **character** (integrity and intent) & **competence** (capabilities and results).

High trust = high speed + low cost; **Low trust** = low speed + high cost

- Speed of Trust Assessments: www.whotrustersyou.com/
 - take the survey on how trustworthy are you
 - then send a link to each other and to 4-5 other close friends to see how trustworthy you are to others!