

THE LAW OF SOLID GROUND

Trust Is the Foundation of Leadership

“Trust is like change in a leader’s pocket. Each time you make good leadership decisions, you earn more change. Each time you make poor decisions, you pay out some of your change to the people. All leaders have a certain amount of change in their pocket when they start in a new leadership position. When you’re out of change; you’re out as the leader.”

THE LAW OF SOLID GROUND

*“Charisma gets you through the door.
Character keeps you inside the door.
It’s an inside job..”*

What does integrity look like?

Consistency

Honesty

Authenticity

Discipline

To build trust, a leader must exhibit

Competence

Connection

Character

You can not go beyond the limit of your character for very long

Want to REALLY find out if people trust you?

Ask them...