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## TRUST REPORT SAMPLE

*JOSEPH W. ANYONE*

### **Trust**

The following personal statements are generated by your answers to The Birkman® Method questionnaire. Carefully read each statement and check the statements that are most significant to you. Discuss with a trusted advisor or friend how your selected statements impact you -- past or present.

### **SECTION A: How he encourages trust in others**

Believes that being direct and forthright, particularly with key individuals, encourages the trust relationship

Likes to use his social skills to develop trust with the group or team first, focusing afterwards on individuals

Takes a structured approach to developing trust relationships, proceeding from one stage to the next as trust builds

.....and MORE!

### **SECTION B: How to encourage trust in him**

Engage him alone or with one or two other people where possible; don't expect to gain his trust in a more general group- or team-based session



[ ] Encouraging him to participate freely in low-key discussions can be an important tool in gaining his confidence

.....and MORE!

**SECTION C: When his level of trust drops**

[ ] May withdraw mentally or even physically from group participation; can begin to wonder if anyone trusts him

[ ] Can become too domineering and over-assertive

[ ] Can begin to feel physically fatigued and demotivated as his trust level drops; starts to put things off or fails to complete tasks

.....and MORE!