



Trust Me: The Complete Guide to Success by Becoming a Trustworthy Adviser

Ken Buist

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Trust Me: The Complete Guide to Success by Becoming a Trustworthy Adviser Ken Buist

This book is for sales professionals, coaches, mentors, consultants, lawyers, accountants, financial advisers, and all who appreciate that their success requires that others value them as trustworthy advisers. It is a great resource that can make a genuine and positive difference. Trust Me is a book dedicated to equipping individuals to achieve commercial success through the attainment of personal excellence. It guides the reader through a comprehensive explanation of human behavior and proceeds to enable the reader to grow personally and enhance their ability to connect, communicate, and influence. With all of the corporate scandals currently shaking global confidence in professional integrity this book is indeed, timely. It addresses character issues, personal integrity, honesty, and above all: trustworthiness. This book will challenge your perceptions, values and behaviors by examining the qualities others seek in those they trust, the reasons why these criteria differ between individuals, and how to discern and match their requirements. Trust Me provides valuable insights into yourself and others. It reveals how people are wired, showing the reasons for the behavioral styles we encounter, the attitudes we experience, and the learning preferences people adopt. These insights offer invaluable applications in the skills of relationship building and dynamic rapport. Most importantly, Trust Me can help lead you to success at both the personal and professional level

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