**Cultivate Trust Worksheet**

**Directions:** Use this worksheet to describe actions that support trust and reflect on the impact trust has on your key relationships. Then identify some specific instances where trust has been built, and others where it needs to be.

**Describe actions that cultivate trust.**

|  |  |
| --- | --- |
| **Ways to Communicate Trust** | **Write Examples of Actions that Demonstrate Trust** |
| Be honest |  |
| Show respect and care |  |
| Be transparent |  |
| Admit if you are wrong |  |
| Be accountable |  |
| Keep promises |  |
| Give appreciation |  |

**Reflect on trust in your key relationships.**

1. Describe a recent interaction with a key party in your farm/ranch transfer process where trust was important. Who was involved and what was the situation?
2. Which actions did you take to build trust with the other party?
   * Being honest
   * Showing respect and care
   * Being transparent
   * Admitting if I was wrong
   * Being accountable
   * Keeping promises
   * Giving appreciation

Describe in a sentence or two examples of those actions:

1. Which actions did the other party take to gain your trust?
   * Telling the truth
   * Showing respect
   * Being transparent
   * Facing reality
   * Being accountable
   * Keeping promises
   * Giving appreciation

Describe in a sentence or two examples of actions the other party has taken using these skills:

1. Are there situations where greater trust needs to be built? \_\_\_\_ Yes \_\_\_\_ No

If yes, describe actions you could ask the other party to take in your next interaction to build greater trust in your relationship.

1. What information could be shared that would help build trust?
2. Are there any challenges that should be discussed so they do not turn into problems?

\_\_\_ Yes \_\_\_ No

If yes, describe them.