

## Cultivate Trust Worksheet

Use this worksheet to reflect on the importance of trust between you and the people involved in your farm or ranch transfer. Then identify some specific instances where trust has been built, and others where it needs to be.

*Before entering information into this worksheet, download the file to your computer so you can save your work.*

1. Describe a recent interaction with a key party in your 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:

3. 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:

4. Are there situations where greater trust needs to be built? If yes, describe actions you could ask the other party to take in your next interaction to build greater trust in your relationship.
  
  
  
  
  
  
  
  
  
  
5. What information could be shared that would help build trust?
  
  
  
  
  
  
  
  
  
  
6. What additional actions could you taken to help build trust?



This resource is part of American Farmland Trust's [Farm Transfer Toolkit](#) which is available on AFT's [Farmland Information Center website](#). The toolkit walks agricultural landowners through key steps in a farm transfer process. It contains information, worksheets and other tools to help users set goals, assess their finances, communicate with stakeholders, and work with professionals to finalize decisions and implement a transfer plan.