

# STYLUS

Scratching Beneath the Surface

stylus n. an instrument of metal, bone, or the like,  
used by the ancients for writing

## WHO DO YOU TRUST? Strengthening Relationships

by Nina Durfee

Satisfying relationships, whether personal or business, are based on trust. When we trust someone, we feel safe, respected, understood, like it's okay to be who we are. Trust engenders ease of being, without need for curtains or costumes to hide behind.

To enjoy the "know, like & trust" relationship with a greater number of people, we must invite it in. Inviting others to trust us requires that we trust ourselves. In *The Speed of Trust*, Stephen M.R. Covey says, "If we can't trust ourselves, we'll have a hard time trusting others."

So, how do we trust ourselves? How do we get past the Shoulder Demon who nags that we might not make the team, or we'll look stupid, or she'll never go out with me, or no one will take me seriously, or I'm not smart enough or good enough or tall enough?

Try these 4 steps to gaining self-trust:

### 4 Steps to Gaining Trust

1. **Quiet the chop.** Tame the stormy Shoulder Demon chatter and explore the quiet depths. Literally close your eyes, breathe deeply, and feel your inner silence. Socrates was right: "Know thyself."
2. **Be honest.** In that silence, what do you find? Acknowledge your core values, your strengths, your authentic truth. This is not a comparison exercise. Simply recognize and observe. Acknowledgment allows you to move forward.
3. **Be curious.** What irritates me about others? About myself? What would feel better? Example: I don't like feeling disrespected and inadequate when John ridicules my ideas. I want to freely express my ideas and to be open to the ideas of others.

4. **Accept and move forward.** When you know what would feel better *and you act on it*, you behave from a space of authenticity. Trusting your instinct instills confidence in others and invites them to trust you. Their trust in you invites your trust in them.

### **CONVERSATION WITH THE COACH**

#### **How does leader engender trust with followers?**

Client: I'm the head of a committee that's not meeting deadlines. I can't get the committee members to do what's necessary to get the job done. They don't take direction.

Coach: Sounds like you don't trust yourself as a leader.

Client: Right. They don't take me seriously.

Coach: What inspires you to act?

Client: Doing something I like, something I can be creative with, looking forward to a particular outcome.

Coach: Are the members appointed, or did they join this committee?

Client: They joined.

Coach: So their desire for outcome is evident. What's missing?

Client: They're obviously not liking what they do. Maybe they don't feel creative.

Coach: What do you think will inspire your committee members?

Client: Exercising their own creativity. I guess I've just been assigning tasks without considering their input. Maybe they want to have more choice in the matter.

Coach: What can you do to engender their trust and participation?

Client: I can ask them what they hope to gain from participating. I can ask them what they like to do best, where their talents lie. I can invite their input, find out what task or expertise they are enthused about offering.

Coach: What will that feel like?

Client: Already I feel relief. It feels like my load has been lightened.

*Got a question for the coach?*

Submit it to [LifeSculpt@gmail.com](mailto:LifeSculpt@gmail.com) with "Conversation" in the subject line.