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BUSINESS



Out of the Comfort Zone

with Wanda Wallace

Out of the Comfort Zone
Friday at 11 AM Pacific
August 4th 2017: Trust: Trusting and Being Trusted

Given how important trust is for business, collaboration, partnerships and leading, we spend far too little time thinking about how trust is created. It turns out that being a “trustworthy” character, doesn’t matter as much as you might think it does. Tune in to learn what really makes a difference in building trusted relationships and in getting people to take your advice or follow you when you are not the expert.

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Featured Guest



Charles Green

Charles H. Green is an author, speaker and world expert on trust-based relationships and sales in complex businesses. Founder and CEO of Trusted Advisor Associates, he is author of Trust-based Selling, and co-author of The Trusted Advisor and the Trusted Advisor Fieldbook.

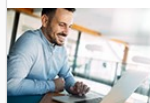
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