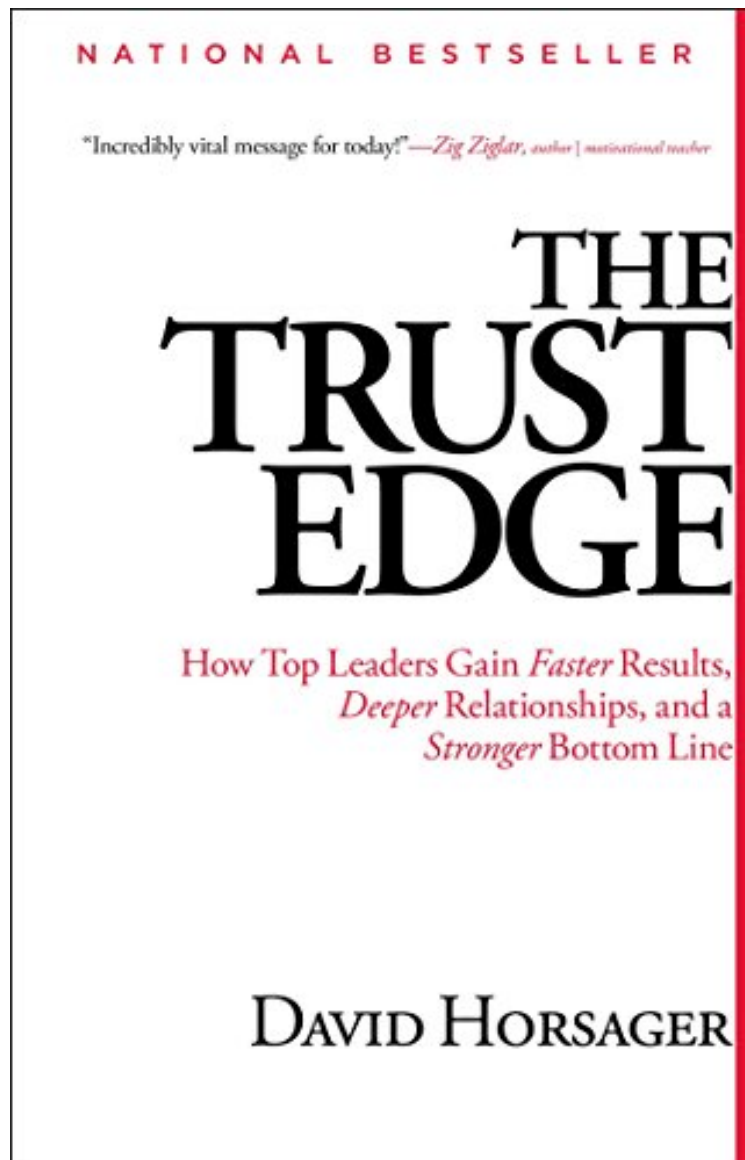


[Download free ebook] The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relati

The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relati

David Horsager

ePub | *DOC | audiobook | ebooks | Download PDF



DOWNLOAD



READ ONLINE

#357514 in eBooks 2012-10-09 2012-10-09 File Name: B008GT7HVM | File size: 47.Mb

David Horsager : The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relati before purchasing it in order to gage whether or not it would be worth my time, and all praised The Trust Edge: How Top Leaders Gain Faster Results, Deeper Relati:

2 of 2 people found the following review helpful. Horsager has gained my trust - so I bought his 2nd book :)By Cheryl DicksonHorsager is right on target! This is one of the best Business books I have read recently. Simple concept; but it

takes time, commitment consistency. Turn your ship around - it will make a huge difference in growing your business retaining employees. Customers are fickle - they'll go anywhere - but if you gain their trust, they'll come back every time. I totally believe David's concept 'trust' it will be a huge factor in developing my business. 0 of 0 people found the following review helpful. ... my husband and he said that it was a nice read. By Deneta Thomas I bought this for my husband and he said that it was a nice read. This book opened his eyes to so much. 1. Clarity: People trust the clear and mistrust the ambiguous. 2. Compassion: People put faith in those who care beyond themselves. 3. Character: People notice those who do what is right over what is easy. 4. Competency: People have confidence in those who stay fresh, relevant, and capable. 5. Commitment: People believe in those who stand through adversity. 6. Connection: People want to follow, buy from, and be around friends. 7. Contribution: People immediately respond to results. 8. Consistency: People love to see the little things done consistently. 0 of 0 people found the following review helpful. Trust Edge By Evy Good information on developing leaders and an easy, quick read.

In *The Trust Edge*, David Horsager reveals the foundation of genuine success—trust. Based on research but made practical for today's leader, *The Trust Edge* shows that trust is quantifiable and brings dramatic results to businesses and leaders. In this book, Horsager teaches readers how to build the 8 Pillars of Trust: 1. Clarity: People trust the clear and mistrust the ambiguous. 2. Compassion: People put faith in those who care beyond themselves. 3. Character: People notice those who do what is right over what is easy. 4. Competency: People have confidence in those who stay fresh, relevant, and capable. 5. Commitment: People believe in those who stand through adversity. 6. Connection: People want to follow, buy from, and be around friends. 7. Contribution: People immediately respond to results. 8. Consistency: People love to see the little things done consistently. When leaders learn how to implement these pillars, they enjoy better relationships, reputations, retention, revenue, and results. Fascinating and timely, *The Trust Edge* unveils how trust has the ability to accelerate or destroy any business, organization, or relationship. The lower the trust, the more time everything takes, the more everything costs, and the lower the loyalty of everyone involved. Conversely, an environment of trust leads to greater innovation, morale, and productivity. The trusted leader is followed. From the trusted salesperson, people will buy. For the trusted brand, people will pay more, come back, and tell others. Trust, not money, is the currency of business and life!