

Keynote / Breakout / Workshop Options

	45-min Keynote	90-min Keynote/Breakout	3-hour Workshop	6-hour Workshop
Overview of Trust	<ul style="list-style-type: none"> Opening story The most important quality 	<ul style="list-style-type: none"> Opening story Where do you need trust? Consequences of Trust (Short) The most important quality Erosion of Trust (short) The Trust Game (short) The Leadership Failure 	<ul style="list-style-type: none"> Opening story Agenda Innovation Culture & Trust Constructive Disagreement Risk, Fear, & Trust Where do you need trust? Consequences of Trust (Long) The most important quality Erosion of Trust (long) The Trust Game (short) The Leadership Failure Trustworthy Salesperson OTA Results 	<ul style="list-style-type: none"> Opening story Ice Breaker Agenda Innovation Culture & Trust Autonomy Autonomy Exercise Constructive Disagreement Constructive Disagreement exercise Risk, Fear, & Trust Where do you need trust? Consequences of Trust (Long) The most important quality Erosion of Trust (Long) The Trust Game (long) The leadership failure Trustworthy Salesperson OTA Results
7 Laws of Trust	<ul style="list-style-type: none"> 7 Laws of Trust (short) 	<ul style="list-style-type: none"> 7 Laws of Trust (Long) 	<ul style="list-style-type: none"> 7 Laws of Trust (Long + Interaction) 	<ul style="list-style-type: none"> 7 Laws of Trust (Extra + Interaction)
The 6 Components of Trustworthiness	<ul style="list-style-type: none"> 6 Components of Trustworthiness (Short) 	<ul style="list-style-type: none"> 6 Components of Trustworthiness (Long) Shared Values Exercise OR- Fairness in Negotiations II Intimacy Exercise Positivity Exercise 	<ul style="list-style-type: none"> 6 Components of Trustworthiness (Long) Research Results Shared Values Exercise Universal/Personal/Situ. Fairness in Negotiations II Intimacy Exercise Positivity Exercise OTA Results 	<ul style="list-style-type: none"> 6 Comp's of Trustworthiness (Extra) Research Results Shared Values Exercise Universal/Personal/Situ. Negotiations Exercise I Ethical vs. Legal Exercise Fairness in Negotiations II Intimacy Exercise Intimacy Research Positivity Exercise Positivity Research Levels of Intimacy Body language of email Team Building Activities OTA Results
Taking Action	<ul style="list-style-type: none"> 187 Habits overview 6 steps to build trustworthiness habits overview (short) Closing Story (Inspiring) 	<ul style="list-style-type: none"> 187 Habits overview 1 Key Trustworthiness Habit 6 steps to build trustworthiness habits overview (long) Habit Development Form Closing Story (Inspiring) 	<ul style="list-style-type: none"> 187 Habits overview 3 Key Trustworthiness Habits Leadership Pledge Feedback Pledge "Say what you mean" exercise Fill Habit Development Form Closing Story (Inspiring) 	<ul style="list-style-type: none"> 187 Habits overview 7 Key Trustworthiness Habits Leadership Pledge Feedback Pledge Accountability Pledge Effective Meeting Pledge "Say what you mean" exercise Specific Leadership Habits Specific Team Habits Specific Salespeople Habits Identify Habit Exercise Fill Habit Development Form Procrastinate or not Procrastinate? What/Why/When/How? Closing Story (Inspiring)



¹ 45-90 min keynotes can be delivered as breakout sessions or mini workshops, with more interactive content

² Even if content titles appear similar, they are delivered at different levels of depth at different length keynote/workshop

³ Interactive exercises listed in RED, and discussion of OTA results of your own organization listed in GREEN

⁴ The lists are subject to change and are provided for reference. **Activities can be customized for your specific needs.**