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TRUST: EARLY INDICATORS

When working toward trust, it's helpful to know what signs to look out for. I have found the following indicators helpful to track.

Relational Trust Indicators	Description
Willingness to meet	<ul style="list-style-type: none">• If you ask to meet with a person, is she open and willing?• Does she make excuses, cancel, or reschedule more than once?• Or has she approached you first with a "bid" for care or attention?
Tone	<ul style="list-style-type: none">• In conversation, how would you characterize the person's tone: flat, agitated, or animated? Do you detect warmth and openness? Passion?• Tone as a trust indicator is very culturally bound. It's important not to misread someone's tone based on your own sense of normal.
Body language	<ul style="list-style-type: none">• How would you describe the person's body language: open, guarded, or closed?• An open stance, uncrossed arms, or a smile may signal emerging trust.
Emotion	<ul style="list-style-type: none">• Does the person express emotion or vulnerability? This could appear as tears, yelling, laughter, or even shaking.• The willingness to share emotion, though uncomfortable for some of us to receive, can indicate increasing trust.
Level of sharing	<ul style="list-style-type: none">• What's the content and depth of what is shared?• Does the speaker keep her sharing superficial, or does she disclose information that entails a level of risk?