

# Get into the Mindset Guaranteed to Accelerate Trust



**THE COURAGE  
OF A LEADER**  
INSPIRE, ENGAGE AND GET  
EXTRAORDINARY RESULTS

How do we get into the mindset for extending trust? Assume good intentions. That’s it, assume good intentions. From the beginning, and when it seems like someone is stalling, and when a mistake is made, assume good intentions. Keep assuming good intentions until the facts very clearly show you can no longer do so. And, circumstantial evidence, options of others, how it initially looks, and conjectures we make are all not facts.

It’s a simple concept, yet not always easy. What about when we’re simply not assuming good intentions? When someone has let us down repeatedly? When all the evidence seems to say that this person with whom I’m interacting is not well-intentioned?

Then, it’s time to do some mindset work. And, I believe it’s well worth it to challenge ourselves to get to the place in our heads and hearts where we can truly trust. Will we get burned sometimes? Yes. I’ve been hurt and let down. Yet, I’d rather be let down at times, then to feel that shame and embarrassment associated with times when I haven’t trusted someone’s intentions and I find out that the individual was working for the good of the group and situation. That’s what really doesn’t feel good.

So, how do we work to shift our mindset?

Get into the Mindset Guaranteed to Accelerate Trust Exercise	
Pick a person with whom you want to assume good intentions.	
Ask yourself the following questions. Don’t edit yourself. Look for all possible responses and capture all your thoughts.	
What the reasons why you are not currently able to assume good intentions?	
Which of your reasons are based on hearsay, conjecture, and/or assumptions?	
How has the person been hurt, let down, or frustrated?	
What does this person have at stake? How might this person feel threatened?	
What do you think this person cares about?	



What don't you know or understand about this person?	
What might have this person think or act differently than you?	
What might this person think of you? Why? What do you want this person to think of you?	
<p>Take time responding to each question. Really look and look again. <i>You need to take the time here, with the inquiries, in order to move forward with velocity.</i> Some questions might provide more access to a shift in mindset than others.</p> <p>Keep responding to the questions and finding new answers until you know you've genuinely opened yourself up to a mindset of assuming good intentions.</p>	