



WILDSPARQ

Personal Wiring and Trust

Building Trust Based on Your Primary DISC Behavioral Style

Take a look at the table below. It describes a few tips to build trust with each primary DISC style. This will help you communicate with others how they can best build trust with you and you the same for them.

<p>Trust Building with a Primary 'D' Style</p> <ul style="list-style-type: none">• Do what you say you will do, results matter most• Save them time• Get the job done early• Work harder than you think you need to• Challenge yourself• Accomplish goals• Confront issues and move on• Be confident• Be self-motivated and self-directed• Recognize and appreciate accomplishments impacting the bottom-line• Don't talk-around issues or try to manipulate the situation	<p>Trust Building with a Primary 'I' Style</p> <ul style="list-style-type: none">• Take time to listen to their stories and points of view• Keep them "in-the-loop"• Don't judge or dismiss them• Provide "high 5s" regularly• Ask for their input and ideas• Appreciate relationships with them and others• Assume the best• Be positive and enthusiastic• Direct disagreement toward the issue, not the person
<p>Trust Building with a Primary 'S' Style</p> <ul style="list-style-type: none">• Provide opportunities for them to consider things before providing input• Avoid surprises and quick changes• Plan the work and work the plan• Patience is key• Demonstrate empathy• Be compassionate toward them and others• Seek their input one-to-one• A quiet "pat-on-the-back" goes a long way• Relax a little or a lot• Seek their help and support, offer yours• Consistency is key	<p>Trust Building with a Primary 'C' Style</p> <ul style="list-style-type: none">• Know the stuff or don't talk about it, no faking it• Back it up with proof• Connect the dots, logical process and steps• Don't rush, make sure it is accurate• Do it right the first time• Aim, aim, aim, aim shoot• Explain in detail, ensure clarity• Take nothing for granted• Don't assume• Follow-up, follow-through and circle-back• Minimize emotion and energy, keep your cool• Proof and the proven are the best