

## Moving to “Truddles”

### The Other Cards:

Often times teams jump into the 13 Behaviors of Trust without spending time on the 4 Cores of Credibility. Each Core of Credibility can be a source of focus for the team.

Results can be looked at in Truddles from both a self and team perspective. For example:

- How can the team adopt a “results” mindset rather than an “activity” mindset?
- Will what we are doing lead to the results we want or are we just staying “busy”?
- Are we stuck in “victim mentality”? If so, how do we become more proactive instead of reactive?
- Have we clearly defined what success looks like for ourselves and our customers?
- What do our customers expect us to achieve?

Encouraging open and authentic dialogue around any of the 4 Cores of Credibility will increase the trust within the team, your customers, and ripple out to the entire organization.

