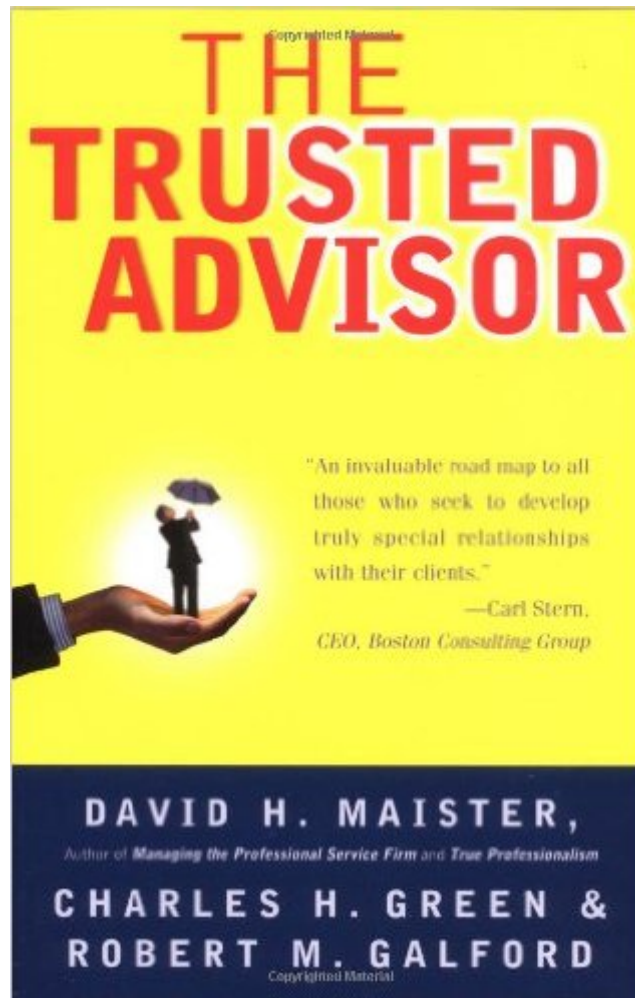


The book was found

The Trusted Advisor



Synopsis

Bestselling author David Maister teams up with Charles H. Green and Robert M. Galford to bring us the essential tool for all consultants, negotiators, and advisors. In today's fast-paced networked economy, professionals must work harder than ever to maintain and improve their business skills and knowledge. But technical mastery of one's discipline is not enough, assert world-renowned professional advisors David H. Maister, Charles H. Green, and Robert M. Galford. The key to professional success, they argue, is the ability to earn the trust and confidence of clients. To demonstrate the paramount importance of trust, the authors use anecdotes, experiences, and examples -- successes and mistakes, their own and others' -- to great effect. The result is an immensely readable book that will be welcomed by the inexperienced advisor and the most seasoned expert alike.

Book Information

Paperback: 240 pages

Publisher: Touchstone; 58394th edition (October 9, 2001)

Language: English

ISBN-10: 0743212347

ISBN-13: 978-0743212342

Product Dimensions: 5.5 x 0.6 x 8.4 inches

Shipping Weight: 8.8 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (137 customer reviews)

Best Sellers Rank: #9,542 in Books (See Top 100 in Books) #6 in [Books > Business & Money > Small Business & Entrepreneurship > Consulting](#) #10 in [Books > Business & Money > Marketing & Sales > Customer Service](#) #75 in [Books > Business & Money > Skills > Communications](#)

Customer Reviews

According to the authors, "The theme of this book is that the key to professional success is not just technical mastery of one's discipline (which is, of course, essential), but also the quality to work with clients in such a way as to earn their trust and gain their confidence." The authors provide "a new understanding of the importance and potential of trust relationships with clients, and show how trust can be employed to achieve a wide range of rewards. We examine trust as a process, which has beginnings and endings, which can be derailed and encouraged, and which take place across time and experience. We analyze the key components of trust and the process which trust involves in a relationship." To give you at least some idea of what this book addresses, here are the questions

answered in Part One ("Perspectives on Trust"):What would be the benefits if your clients trusted you more?What do great trusted advisors all seem to do?What are the dynamics of trusting and being trusted?How do you ensure that your advice is listened to?What are the principles of building strong relationships?What attitudes must you have to be effective?Do you really have to care for those you advise?In the final chapter, the authors include "The Quick-Impact List to Gain Trust" and then an Appendix in which they duplicate all of the checklists previously provided. I rate this book so highly for twqo reasons: First, because the content is rock-solid, anchored in a wealth of real-world experiences which the authors generously share; also because they explain HOW to gain and then sustain the trust of everyone with whom you do business.

[Download to continue reading...](#)

The Trusted Advisor The Trusted Advisor Fieldbook: A Comprehensive Toolkit for Leading with Trust Why Should the Boss Listen to You?: The Seven Disciplines of the Trusted Strategic Advisor The Essential Advisor: Building Value in the Investor-Advisor Relationship Llewellyn's 2017 Astrological Calendar: 84th Edition of the World's Best Known, Most Trusted Astrology Calendar Pillsbury: Best Cookies Cookbook: Favorite Recipes from America's Most-Trusted Kitchens A Taste of Pesach: Trusted Favorites, Simple Preparation, Magnificent Results Instrument Rating Test Prep 2017: Study & Prepare: Pass your test and know what is essential to become a safe, competent pilot — from the most trusted source in aviation training (Test Prep series) Poet's Market 2016: The Most Trusted Guide for Publishing Poetry Children's Writer's & Illustrator's Market 2017: The Most Trusted Guide to Getting Published Guide to Literary Agents 2017: The Most Trusted Guide to Getting Published (Market) Writer's Market 2017: The Most Trusted Guide to Getting Published Writer's Market Deluxe Edition 2017: The Most Trusted Guide to Getting Published Fans On Fire: How to Skyrocket Your Leads, Sales, and Reputation with The Most Trusted Form of Marketing Multiple Mini Interview (MMI) for the Mind (Advisor Prep Series) Ferri's Clinical Advisor 2017: 5 Books in 1, 1e (Ferri's Medical Solutions) What's Your Business Worth? The entrepreneur and advisor's guide to discovering, monitoring, and optimizing business valuation The Advisor Playbook: Regain liberation and order in your personal and professional life New Life Insurance Investment Advisor: Achieving Financial Security for You and your Family Through Today's Insurance Products The Advisor's Guide to Life Insurance

[Dmca](#)