

Level Up

GUIDE



THE
TRUST ACCOUNT
W/JOHN BARRETT



LEVEL UP

SESSION SUMMARY:

In this video, John Barrett emphasizes the importance of trust as the fundamental currency of leadership. He introduces the concept of a "trust account" in relationships, where leaders make deposits through consistent actions that align with their words, thereby building trust. Conversely, breaking trust results in significant withdrawals from this account, often at a disproportionate rate, which can severely damage relationships and diminish a leader's influence. Barrett provides a formula for trust, stating that when what you say plus what you do aligns, trust is established. However, discrepancies between words and actions lead to distrust. He urges leaders to be intentional about building trust by ensuring their words and actions are consistent and by actively seeking feedback from their team.

GROUP QUESTIONS:

1. Can you share an experience where trust made a significant difference in your leadership or in following someone else's lead?
2. How do you feel when someone's actions don't align with their words? How does it affect your relationship with them?
3. What are some practical ways you can make deposits into your trust account with others?
4. Have you ever had to rebuild trust with someone? What was that process like?
5. How can we ensure that our words and actions are consistent in our daily lives?
6. Why do you think trust withdrawals are often more significant than deposits?
7. How can we hold ourselves accountable to maintain integrity in both our words and actions?
8. What role does seeking and giving feedback play in building and maintaining trust?

APPLICATION:

This week, focus on making intentional deposits into your trust accounts with others. Whether it's following through on a promise, actively listening, or simply being present, take note of these actions and their impact on your relationships. Strive to align your words with your actions and seek feedback to ensure you are building trust effectively.