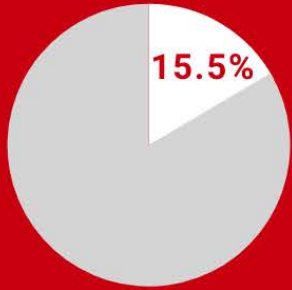


What a Wonderful **WHY** You Have!



Trust

You believe that trust is the driving characteristic behind everything you stand for. You'll go to great limits to prove you are trustworthy. You will look to do things correctly simply because that's what a trusted person would do. Many people with your **WHY** enjoy numbers because numbers don't lie. You have a very noble **WHY**, and you work hard to be the one people can count on.



You are 15.5%
of the population

Characteristics

Trust means everything to you; you believe that when relationships are based on trust, the sky is the limit. You will go to great lengths to demonstrate that you are trustworthy, and do things such as becoming an expert in a given area so that you can establish that you can be trusted.

You look to do things correctly because that is what a trusted person would do. People with your **WHY** often enjoy numbers because numbers don't lie. If someone breaks your trust it feels like a knife in the gut, and you find it almost impossible to have a relationship with them after this loss of trust. Although you tend to have fewer friends, you build loyal and lasting relationships with those people you can trust.

Challenges

The biggest challenge with your **WHY** is that trust is so extremely important to you that you will often go above and beyond to prove that you are trustworthy. You will stay late, work over-time, and go beyond what is expected to prove your trustworthiness. You may also be overly generous with either time or resources in an effort to build trust.

Unfortunately, this extra effort often yields mediocre results because others do not see the world through the filter of your **WHY**. It's simply not that important to them to establish this kind of trust; therefore, they may view you as a generous person, but the extra effort you're putting forth may not accomplish your actual objective of building more trust.

Solutions

Given that trust is so important to you, you'll need to communicate that need clearly to all of those with whom you associate—friends, family members, and business colleagues alike. It is a matter of literally stating, "I feel successful when I am able to create relationships that are based upon trust. I need you to know that trust is very important to me. I am a person who can be counted on to do what I say I'm going to do. Can I also count on you?"

Based on the fact that trust is so important to you, you will quickly identify those who resonate with this, and more importantly, those who don't. Armed with this information, you can make a fully informed decision as to who you choose to associate with.

Phrases Trust People Say

- "I will be there on time"
- "You can count on me."
- "I'll be there for you."
- "You can trust me."
- "I won't tell anyone."
- "The date shows that..."
- "Experts tell us that..."
- "I'll make sure it gets done."

What a Wonderful **WHY** You Have!



Trust

"Trust the process"

-unknown

Career

Doctor
Engineer
Pharmacist
Dentist
Professor
Statistician
Author

A career where people count on you for outcomes or information.

Phrases That Describe You

Calm

Collected

Smart

Detailed

Thorough

Reserved

Right Answers

Always There for Others

Rule Follower

Personal Relationships

If your **WHY** is Trust, you are wonderful to be in a relationship with when the rules are set and you and your partner have both agreed to them. Being direct and out in the open is important to you. You want the truth, even if it hurts. You highly value honesty.

If you can trust your partner and they can trust you, there is nothing you can't do together. But if they break your trust – even if it is "just" a little white lie – it devastatingly affects you. You'll find it is hard, if not impossible, to recover. It is critical for you is to make sure that you let the people in your life know how much you value truth, and how important your ability to trust them is to you. You must verbalize it, or you will get let down for sure. When lines of communication and trust are open – your relationships are amazing!

Work Relationships

You are wonderful to have on the team because you often become the go-to expert. Your team learns that they can count on you to be accurate. You will go to great lengths to know what you are talking about before you contribute to a discussion or attempt to report facts, as you want others to know they can trust you to be accurate. You are someone that will show up on time, do what you say you will do, and always complete tasks. You will stay late, put in the extra time, or do the extra research in order to meet or exceed expectations.

You are a valued member of any team, and you are a much needed part of any exceptional team.

Parental Relationships

You make wonderful parents. Your kids quickly learn that they can count on you to be there for them, no matter how busy you are or what else is going on in your life. You always show up!

It is very important to you that your children know that they can trust you, but that doesn't mean that you will go easy on them if they aren't doing their part. You also hold them to standards that were agreed on, and you expect them to tell you the truth, no matter what. If they tell you the truth – you can work with it. If they lie to you – it won't be good.