

CONTENTS

“The Seven (7) Powerful Strategies”
For
“Building & Rebuilding
Trusted (T^R) Relationships” ©

Accelerate Team Innovation & Creativity

Acknowledgments & Reader Assessments	I
1 Introduction	10
2 “Trusted (T ^R) Relationships” © - Observation in History	27
3 Strategy # 1- (7) <u>Laws</u> for “Trusted (T ^R) Relationships” ©	37
4 Strategy # 2- (7) <u>Challenges</u> to “Trusted (T ^R) Relationships” ©	57
5 Strategy # 3- (7) <u>Measures</u> of “Trusted (T ^R) Relationships” ©	68
6 Strategy # 4- (7) <u>Stages</u> of “Trusted (T ^R) Relationships” ©	85
7 Strategy # 5- (7) <u>Tipping Points</u> for Relationships	97
8 Strategy # 6- (7) <u>Innovation & Leadership Challenges</u>	107
9 Strategy # 7- (7) <u>Relationship Rebuilding Challenges</u>	122
10 Summary - Habits For “Trusted (T ^R) Relationship” © Growth	132
11 Summary - Client Feedback & Definitions	155

Cost Cutters Group, Inc
Trust-Builders.com
PO Box 3868
Toms River, NJ 08756

Any reproduction of any part of this publication without
express written permission of (CCG, Inc)
is strictly prohibited.

Material of this book may be available for licensing.
Contact CCG, Inc.
Authors: B. Sellitto and J. Barrier ©

LCCN - 2012905157
ISBN - 978-1475067491
CreateSpace

Target Audience

College Students
High School Students
Their Parents

Youth Groups
Youth Mentors & Coaches
New Leaders & Supervisors

Community Groups
Second Chance Drug & Prison Programs
Organizations in Crises or Rebuilding Mode

As indicated, I remember being asked by some professors after a class *did I really want to get an engineering education? One professor went on to tell me I seem to be working so hard at it I reminded him of a cat trying to climb a greased steel vertical wall”.*

Little did these “Well Meaning Teachers” understand where I came from and what was in my heart. I thought, dare I risk embarrassing myself and my family (My Mom) by telling them of my learning problems and humble beginnings? They did not know that my “Heart’s Desire” for education and engineering came from visiting the “Thomas Edison Labs” as well as from the “Bell Labs 1956 Invention of the Transistor”. Both Labs were close to my grandmother’s home in NJ. They gave me insight to what desire and drive could contribute. I never could tell these teachers of being inspired by the “The Skunk Works” or the time I spent making model planes with my childhood friend Joe A, dreaming about contributing and helping others to contribute. I could never tell them how, while listening to “Billy Graham’s Radio Program” with my grandmother, I was inspired with a desire for education and wisdom when I learned of the “God Given Wisdom of King Solomon” used to save a mother’s child.

No, I could not speak of any of this. So I responded to the question by saying “*the difference between the cat and me is that I will do what it will take to earn an education!*” I chose to move ahead in spite of the challenges. My life’s goal and work in spite of the many setbacks has been to use “My Lord Given Gifts” to share our “Master Facilitator Program” © and our “Trusted & Believable Leaders / Trusted (T^R) Relationships Program” © to help others accelerate “Competitive Breakthrough & Creativity”. Someday J. Barrier and I hope to revisit our education to secure our Doctorate degrees in these areas.

Non-Fee
Presentations & Talks
To Target Audiences
&
Book Discounts
Available For Non Profits



FOR
YOUNG ADULTS

A must read book which is the result of forty years of work and extensive research that introduces an easy-to-use guide into “The Seven Powerful Habits and Strategies” © for “Building and Rebuilding Trusted Relationships” © and earning “Believability and a Trusted Voices”

A
MUST READ.....

Your Target Benefits

1. Know your “Positive Trust (T^D) Drivers” ©
2. Build “Trusted (T^R) Relationships” © Faster
3. Gain Personal Credibility Sooner
4. Develop Loyal Teams & Trusted Networks
5. Build A Solid & Focused Career
6. Create A Culture of Loyal & Wise Risk Takers
7. Accelerate Team Innovation & Creativity
8. Avoid “Negative Trust (T^F) Failures” © & Career Killers
9. Recover From Set Backs Sooner
10. Master The “NJIT Effect” ©
11. Manage The “Ghost Processes of Trust & Credibility” ©
12. Know The Critical Time to Move On or Stand Your Ground

“Trust (T^F) Failures” ©

Many organizational challenges have deep seated investments and roots of “Self Destruction” in their organizational history and culture. They may lack the “True Power for Credible Change”. They require a “Voice of Respected Truth of Trust”. The challenge is to identify those who have a “Heart Voice of Believable Truth, Capable of Gaining Trust”. Only “Trusted Voices” can initiate a change process that will internalize the new vision, mission and culture change. Many “Trust (T^F) Failures” © can be found in institutions where customer abuse went unchecked.

Ben77ptd@gmail.com

Sample Reader Assessments

#1- By Dr. H James Harrington, CEO Harrington Institute

Independent Book Review: “This is a Very unique book. The authors have used a Great Deal of Creativity to provide the reader with a step-by-step approach to building a strong trustful relationship with the people they deal with. It is full of exercises that internalize the seven steps to trustful relationships. It’s a book that can make a big difference to the reader’s approach to life.”

Key Achievements of Dr. H James Harrington, CEO Harrington Institute

One of the world leaders in applying performance improvement methodologies to business
Author of over 25 books and 10 software packages
International Quality Advisor, Ernst & Young &
USA Ambassador of Good Will & Writes books other consultants use!

#2-By Fr. Phil- M. T., S.T.L.-Reader Review Rated 5.0 out of 5 stars -“Useful Resource for all Leaders”

“As a 29 yr. old who is the parochial vicar at a very large parish, as well as the president of a non-for-profit corporation, and board member for a local Neighborhood House, chaplain to the Knights of Columbus and Carmelite Monastery, there is a lot in this book that helps me hone my leadership skills. It is truly all about trust and this book provides very practical, but insightful, direction toward earning, keeping, developing and regaining trust. I think this is a resource that priests and any other type of leader, community organizer or corporation head would find useful”

#3-By DYar - Reader Review: Rated 5.0 out of 5 stars -“Fantastic Job”

“This book does a fantastic job breaking down life in such a structured manner. It is a difficult process in life, deciding who and what to be and how to do it. This book helps you literally work through those steps in life and choose a path. Thanks for developing a great book! I loved it!”

#4-By Chris C. - Reader Review: Rated 5.0 out of 5 stars -“Great Book”!

“Trusted & Believable Leaders” is a great resource for people looking to find their way in both their lives and their careers but who are lost on how to go about it. It helps you to work through your problems, learn new strategies for life and work, and become an overall better person. If you’re not quite sure of where you’re headed in life and are ready for a little challenge that will get you going in the right direction, this is definitely worth your time. The problems and formulas presented may be a little tough, but that only makes it more rewarding when you finally work them out. It’s a book which is intended to help everyone succeed, and that is a wonderful thing.”

#5-By FM1359 - Reader Review: Rated 5.0 out of 5 stars -“Fantastic”!

“This book is very informative and detailed about how to build, or rebuild, and maintain trusted relationships with others. It clearly defines all the key essentials to a trusting relationship through text, bold faced key points, bulleted and numbered lists, and even diagrams that all coincide in an organized fashion that makes sense. Also after many of the sections in book there are short exercises, that really keeps you involved in the book and makes you think. This book does not only examine relationships such as with your partner or loved one, but even more importantly, trusted relationships with teachers, co-workers, coaches, and just about anyone else. I am going into college as freshmen this year and I am glad that I have read this book. It will definitely help me create and have better, trusting relationships with my professors, advisers, and peers.”

#7-ByNo Sleep WK- Reader Review: Rated 5.0 out of 5 stars -“Absolutely Touching”!

“This book was just incredible to me. Honestly, after I read it I really realized what it is like in the real world and really know what to expect in workplace in the upcoming future. It just blows my mind. It has really helped me to prepare, what to expect, how to look out and see the levels of trust that go on around me in the workplace. Most definitely an eye opener and I’m only 18 years old.”

Special Dedication

“Trusted & Believable Leaders”
“The Seven (7) Powerful Habits & Strategies”
For
“Building & Rebuilding Trusted (T^R) Relationships” ©

From Ben: As the lead writer I wish to give a special thanks to our Lord for his grace and many blessings as well as the strength to navigate life’s many challenges and setbacks! The oldest of four children and coming from a single parent home, living in our grandmother’s three -family home and on welfare, I started working before I could secure working papers in order to help out (working papers typically given at 14 years of age in NJ). I looked to the faith I gained from my grandmother and disabled mom to overcome learning disabilities that caused me to be left back in grade school twice and denied entrance into college. After three attempts and after gaining an AS in pre-engineering I was granted a trial entrance into COLLEGE. I went on to earn a BS and MS in Engineering and was asked to stay on as an adjunct instructor which I did for many years while working in industry. Writing this book with J. Barrier is a way of keeping a promise I made to the Lord 45 years ago when I asked for help in getting an education in spite of my learning disabilities and humble beginnings. Over the past 40 years I have tried to keep that promise. This book is a stronger effort to keep that promise.

To The Youth - (see pages 5-11)

I remember being asked by some professors after a class “did I really want to get an engineering education?” One went on to tell me I seemed to be working so hard at it I reminded him of a cat trying to climb a greased steel vertical wall. I responded by indicating the difference between the cat and me is that I will do what it takes to make it! This book is dedicated to the youth and those who seek a “New or Restart Opportunity” to contribute. This book is also about encouraging those trying to navigate past life’s disappointments and hurts to remain focused on the gifts God has placed within them! We offer the same encouragement to those trying to build or rebuild “Believability and Trusted (T^R) Relationships” ©. “Do-Over’s” can be costly for those not committed to “Believability and Trusted (T^R) Relationships” ©. We encourage those who seek a “Restart Opportunity” to find their inner voice of strength and faith. Many are willing to offer a mentoring hand to those committed to “Believability and Trusted (T^R) Relationships” ©.

We believe in you!

We encourage you!

To Target Innovation

Release

The Potential of Your Teams

&

Empower Peoples Gifts