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Relationships That trust is about relationships seems an obvious point. Yet many people in business slip all too easily into self-absorption by focusing in ways that take their attention away from the person whose trust they are looking to gain.

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Put the knowledge and practices in this fieldbook to work, and you'll be someone who earns trust quickly, consistently, and sustainably—in business and in life. About the Author CHARLES H. GREEN is founder and CEO of Trusted Advisor Associates.

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