



Relationships are built on trust. Without trust it is difficult to work together or live together. When you are trustworthy, not only do people know they can depend on you, but you have earned their trust by being honest, transparent, sincere, and genuine.



What is Trustworthiness?

*Gaining the confidence of others
by demonstrating reliability.*


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How do you feel about someone you can trust – not only to do what they say they will do, but also that they will always tell the truth, even when it is difficult? People who are genuine and sincere earn our trust. They are trustworthy. If we want to be good contributors at work and at home, we want to become more trustworthy so that our relationships are strengthened and we are known as people of character.

Opposite: dishonest, doubtful, false, immature, implausible, inaccurate, lying, improbable

Related Concepts: dependable, truthful, accurate, authentic, authoritative, believable, mature, principled, upright, ethical, honorable

Summary: Being genuine in all things.



*“If people like you, they’ll listen to you,
but if they trust you, they’ll
do business with you.”*

Zig Ziglar

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Zig Ziglar (November 6, 1926 – November 28, 2012) was an American author, salesman, and motivational speaker (Wikipedia).

Other Trustworthiness Quotes:

“Love all, trust a few, do wrong to none.”

– William Shakespeare

“Whoever is careless with truth in small matters cannot be trusted in important affairs.”

– Albert Einstein

“Trust is the glue of life. It’s the most essential ingredient in effective communication. It’s the foundational principle that holds all relationships.”

– Stephen Covey

“Learning to trust is one of life’s most difficult tasks.”

– Isaac Watts

“Trust should be the basis for all our moral training.”

– Robert Baden-Powell

“Trust yourself. Create the kind of self that you will be happy to live with all your life. Make the most of yourself by fanning the tiny, inner sparks of possibility into flames of achievement.”

– Golda Meir

“The friend in my adversity I shall always cherish most. I can better trust those who helped to relieve the gloom of my dark hours than those who are so ready to enjoy with me the sunshine of my prosperity.”

– Ulysses S. Grant

“To be trusted is a greater compliment than to be loved.”

– George MacDonald

“Trust yourself. You know more than you think you do.”

– Benjamin Spock

“If you are a reliable, honest journalist, sources will open up and trust you and share good information.”

– Wolf Blitzer

“Honor bespeaks worth. Confidence begets trust. Service brings satisfaction. Cooperation proves the quality of leadership.”

– James Cash Penney

“Every sale has five basic obstacles: no need, no money, no hurry, no desire, no trust.”

– Zig Ziglar

“If people like you, they’ll listen to you, but if they trust you, they’ll do business with you.”

– Zig Ziglar

“As soon as you trust yourself, you will know how to live.”

– Johann Wolfgang von Goethe

“Relationships survive on trust, and if that is broken at any point, it’s pretty much the end of the relationship. Besides, inability to communicate leads to problems.”

– Yuvraj Singh

“I believe fundamental honesty is the keystone of business.”

– Harvey S. Firestone

“Put more trust in nobility of character than in an oath.”

– Solon

“I learned this early on in the variety business: You’ve got to give folks responsibility, you’ve got to trust them, and then you’ve got to check on them.”

– Sam Walton

“I try to live with honor, even if it costs me millions of dollars and takes a long time. It’s very unusual in Hollywood. Few people are trustworthy - a handshake means nothing to them. They feel they’re required to keep an agreement with you only if you’re successful or they need you.”

– James Cameron

“The chief lesson I have learned in a long life is that the only way you can make a man trustworthy is to trust him; and the surest way to make him untrustworthy is to distrust him.”

– Henry L. Stimson

“Depend upon yourself. Make your judgement trustworthy by trusting it. You can develop good judgement as you do the muscles of your body - by judicious, daily exercise. To be known as a man of sound judgement will be much in your favor.”

– Grantland Rice

“It gives me immense pleasure to be trustworthy, faithful, and true, to have the kind of romantic bond that inspires this.”

– Kate Christensen



1. Show You Care

To earn trust, show genuine care for others.

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It has been said that people do not care how much you know until they know how much you care. It is easy to overlook our coworkers, family members, and others around us, but in order to build trusting relationships, we must invest our time in others. It's all about relationship.



2. Keep Your Word

Earn trust by doing what you promise.

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When you say you will do something, follow through with what you promise. Being a person who keeps their word builds relationships – people know they can trust you. Always tell the truth, even when doing so is difficult. Being gentle, humble, and kind when being truthful can help others accept difficult things to hear. Be a person whose word is golden.



3. Do Your Best

When you can be depended on to give your all, you earn the trust of those around you.

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You demonstrate trustworthiness when you do your best at everything you do. People will learn they can depend on you to do a quality job because you invest yourself in each task or responsibility. Being trustworthy in all things, your words and your actions, demonstrates you are a person of character – genuine, sincere, honest, dependable, and virtuous.

Discussion Starters

1. What are some practical ways you can show others that you care?
2. Why is it important to always keep your word?
Tell the truth?
3. Why is it difficult to have a good relationship with someone you cannot trust?

Additional Trustworthiness Discussion Starters:

Who is someone you know at work who is trustworthy? Do you enjoy working with them? Why?

Why should you always do your best?

What can you do if you realize that you cannot keep a promise once it has been given?

How does showing you care help people to learn to trust you?

How does having trustworthy people on your team impact the ability of the team to work together?

Do you know someone who cannot be trusted? How does this impact your ability to work with them? How does it impact your relationship?

How does having a workplace culture built on trust affect teamwork? Productivity? Morale? Quality control?

Why does a trustworthy person make a great leader? A great teammate?

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