

Introducing...

Grant Herbert - The People Builder™

Human Behaviour Expert

- Ordinary guy | outstanding wife & kids
- 25 years experience in developing people
- CEO of People Builders Group
- International Keynote Speaker
- Corporate Trainer | Mentor



THE TRUSTED ADVISOR



Trusted Advisor

someone who is great at what they do,
are committed to excellence, and
have a genuine interest in you





Who is a
trusted
advisor in
your life
and why?

3 Crucial Questions



1. Can I **TRUST** You?

2. Are you Committed
to **EXCELLENCE**?

3. Do you **CARE** about
Me as a Person?



1. Can I **TRUST** You





Internal Certainty

The ability to have confidence
in yourself and your work



Personal Consistency

The ability to act in a way that shows integrity, reliability and consistency

2. Are you
committed to
EXCELLENCE





Passion for your Craft

Having a clear understanding of not just what you're doing, but why you're doing it



Continuous Growth

A commitment to be excellent at what you do

3. Do you
CARE about
Me as a person





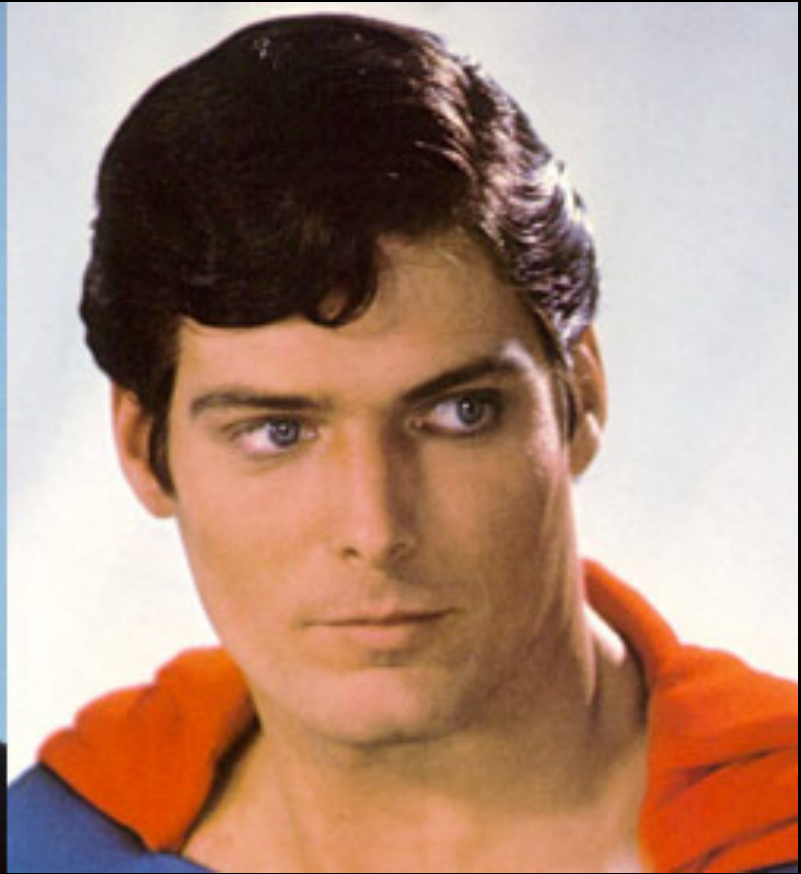
Sincere Generosity

Being generous with your words
and actions for the benefit of others



Active Curiosity

Choosing to turn up your curiosity
when communicating with others



BE
precedes
DO

Who do I need to BE to do what needs to be done to get the results for my clients



BE

DO

TRUST

EXCELLENCE

CARE



BE

DO

TRUST

Certain

EXCELLENCE

CARE



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Consistency

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Bringing out your personal best

