

BECOME A TRUSTED ADVISER™

From the author, speaker & Trusted Adviser, **Ken Buist** who has presented this methodology at seminars & workshops in over 20 countries, to individuals and teams who have to date *increased their revenue by over £100 million.*

CLIENTS WANT MORE

Clients are now looking for partners who understand and can help them achieve their business goals & desires. They also want partners who can help them eliminate or manage their problems, pressures and pain, through a deep understanding and application of empowering relationship management; they are looking for

Trusted Advisers.

Where do clients see you or your team on this scale?



Are you seen as a *Vendor*, *Preferred Supplier* or at the pinnacle, a **Trusted Adviser**? Could you improve where you are now? *Probably*, Trusted Adviser is the highest & deepest level of working relationship between you and your client or colleague. It also reflects the width & depth of your circle of influence.

TRUST & RAPPORT are at the heart of every client & colleague relationship

The **Trusted Adviser Program™** takes you to that place with potentially all of your clients and colleagues. You will learn how to quickly build **Quality, Productive and Trusted Relationships** which underpin every individual, team or organisational **success** story.

You and your team will discover;

- How to build **Rapport, Trust** as well as **Trustworthiness** consistently
- How to utilise to the full, your own **Authentic Behavioural Style**
- How to be more **influential** as a result of being much more **persuasive**
- Enhanced **credibility** through developing more mature **Character** traits
- How to facilitate tangible results through the power of **influence**
- How to connect with your clients at a deeper, meaningful level, a **Trusted Adviser**

You will receive;

- On-going use of our dynamic & unique on-line **Rapport Builder™** which will equip you to rapidly build rapport with anyone.



WHO IS THE TRUSTED ADVISER?

Leaders in Personal, Sales & Leadership Transformation. Our development team is led by founder Ken Buist, an innovator in the field of Trusted Relationships. He and his specialist team work globally and in the UK as Trusted Advisers to companies such as, **Unilever, DHL, LogicaCMG, Dow, LloydsTSB, FSA, Reuters, UNISYS, TopshopTopman, & BayerHealthCare.**

TO FIND OUT MORE ABOUT THIS AND OTHER TRANSFORMATIONAL PROGRAMS, CONTACT:

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"The Trusted Adviser™ program, actually it's less of a program and more of a journey. Trusted Adviser has and will continue to add value to our business objectives and my professional skills in many ways. It has provided me a clear action plan for the 'work in progress'!"

Neil Ward
Client Director - [LogicaCMG](#)



"Ken Buist has developed an insightful and practical approach to understanding oneself and how to transform personal potential into reality. From a business perspective this is a powerful tool to maximize resource potential and contribute towards competitive advantage."

Iain Burgess
Head of Transportation Systems - [DHL Europe](#).



"Ken Buist's methods can help everyone. Compared to any skills training, he offers a holistic methodology that will benefit both your personal and professional lives. I've seen even the most experienced professionals apply Ken's methods and establish enhanced client relationships to great success."

Jerry Coffey
Director Business Critical Services - [Compaq Global Services USA](#)



"We needed to put together a large, global team to implement our internal Information Systems. Using the approach developed by Ken, we moved from an environment of internal strife to one of external customer focus which produced great results in a short space of time."

Roger Newman
IS Applications Director - [Reuters - UK](#)



"Ken Buist is one of the rare few who know the truth - that in business, interpersonal dynamics are what matters most. Helping others build successful business relationships through listening, creating trust and living authentically, is not only his mission, but his special gift."

Marina Ashanin,
Director of Public Affairs - [Dow Europe](#).



"The workshop and assessments were excellent and really helped people. The business has gone well and sales are up"

Trevor Powell
Sales Manager - [AIG](#)



"With Ken's help our leadership team was able to develop some profound insights into themselves, in a short period of time. This experience will be invaluable in seeking to build a team of senior leaders able to work together to achieve extraordinary results."

Paul Lawrence
Operations Director – [The Hoyts Corporation - Australia](#)



"I can honestly say not only did I find the workshop very enlightening and appropriate for life skills but the overall impact of that time has had a lasting effect."

Nicky Griffiths
Area Manager – [Topshop Topman](#)



"The Rapport Builder™ is a fascinating communication tool; I'm finding it extremely useful!"

Katie Melleresh
Editor - [Oxford University Press](#)

