

Module 6: Building Rapport & Trust - Action Worksheet

Name: __ Date: __

Part 1: Trust Builders

My trust-building strategies: 1. ____ 2. ____ 3. ____ 4. ____ 5. ____

Part 2: Active Listening Practice

This week I will: - Pause 3 seconds before responding: ☐ - Repeat back what I heard: ☐
- Ask clarifying questions: ☐ - Take notes during calls: ☐ - Eliminate distractions: ☐

Part 3: Rapport Techniques

Small talk topics I'll use: 1. ____ 2. ____ 3. ____

Common ground I'll find: - ____ - ____ - ____

Part 4: Weekly Reflection

Best rapport moment this week:

What I learned:

What I'll improve:

Commitment: I will listen more than I talk.

Signature: __ *Date:* __