

Can You Be Trusted?

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8 Credibility Busters that are Ruining Your Career



Do you ever get the feeling that people just **DON'T TRUST YOU**?

Have you lost support from colleagues around the firm?

If so, it's time to reflect on what **you** are doing to hurt your **personal credibility**.

Ask yourself - How many of these **CREDIBILITY BUSTERS** am I guilty of?

- **You're a frequent teller of little white lies.**

Sure, white lies may seem harmless – but get caught by a client or colleague and your credibility is busted. When you lose someone's trust, you can never get it back.

- **You make the same excuses.**

You can destroy your personal credibility by offering the same excuse to the same people – even if they're legit.

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- **You are not a flexible problem solver.**

It's okay to follow policies and enforce them however it's not okay for you to *only* rely on the rules. Be flexible enough to help others solve problems.

- **You come across as a “know it all” even when you're just thinking out loud.**

Introverted people may be put off by your tendency to express yourself verbally when you're thinking. Always preface this action by telling people what you are doing.

- **You put others down to pull yourself up.**

Each "put down" will not only bust your credibility – it'll cost you friends.

People trust positive people, not “sour grapes.”

- **You do everything yourself - but tend to do it half-heartedly.**

It's understandable that you don't want to let anyone down, but when you take on too much – one of your commitments is bound to suffer.

It's far better to say no to some things than do a poor job at everything.

- **You keep your staff in the dark.**

Take a moment to get your staff's input on a potential project and let them know your thought process. These steps will enhance your credibility as a leader.

- **You frequently break or reschedule appointments.**

As general rule, trust is broken after two or more appointments are broken or rescheduled. Make an appointment - and *keep it*.

Make a point to **affirm your credibility** among your clients and colleagues - and **SAVE** your legal career from ruin.

Adapted from: [Credibility Busters That Could Ruin Your Career](#) by Sandy Allegier, American Management Association.

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