

Defeat the Drama Episode #11 Show Notes

7 Key Characteristics of a Top Notch Trusted Advisor



The people in our lives are often more than happy to weigh in on our decisions whether they have any valuable input to offer or not. Too often we elevate the status of those opinions too much. Be intentional about who you give the privileged position of trusted advisor status to. There are specific characteristics that someone should have before they can have the esteemed role.

If someone who is not a trusted advisor weighs in just listen to their advice, thank them and move on. Sharing an opinion does not obligate you to consider or follow through based on that advice.

They Must:

1. **Have Knowledge or Expert Status about the Topic:** They know it, have lived it, have studied. It's not something they heard or have a sense about. They can share opinions and advice from a place of fact.
2. **Have a Unique Perspective:** they've been where you want to go or have done what you do but with a twist. They can offer you real life perspectives to help you achieve your goals.
3. **Understand Your Perspective:** they know your passions, desires and your vision. They get what you are trying to achieve.
4. **Want the Best for You:** they won't feel like a failure if you succeed. They aren't driven by jealousy. They truly want to see you reach your goals even if it means surpassing their success or moving away from them.

5. **Put Their Own Fears, Biases, Agendas aside:** they are able to provide objective and well thought out advice with the pure intent of helping you achieve your goals. Especially when you are starting a business you'll get people weighing in who have a deep fear of taking a similar leap. They will warn you
6. **Allow You to Make Your Own Choices:** they provide their advice and fact based opinions, share concerns and then sit back and allow you to make the final choice. They aren't made, disappointed or frustrated with you if you don't heed their warnings or follow through on their counsel. They provide their ideas freely.
7. **The Relationship Lives On:** whether you take their advice or not they continue to be in your corner cheering you on and wishing the best for you.