

# Build team trust

With NLP

How well do members of your team get on?  
Take this test to find out

**When team members feel comfortable, they show signs of being in rapport. Use this checklist to gauge levels of rapport at your next team meeting.**

- People frequently sit or stand in similar postures
- They mirror each others' gestures
- The group talks about shared experiences
- Individuals praise each other
- People use similar facial expressions
- The team speaks a 'team language' which everyone understands

**The more often these behaviours happen, the more trust exists in your team.**

## How to Build Rapport

### Create team rituals

I once trained a team that had a 'sacred lolly jar.' If a team member handled a difficult customer well, a colleague handed them the jar. This was their ritual. Yours could be as simple as setting aside a monthly coffee morning.

### Take interest in each person

Listen and ask questions. Follow up on important things others bring up. For example, you might ask a cat lover "how did that visit to the vet go?"

### Record team history

Make a team photo album. Display team awards. Write a team newsletter. All of these build a sense of shared experience.

### Make a team badge

'Tag' your team to build shared identity. Badges are an easy way to do this. You can have great fun designing them, too.

**Book NLP training for your team.**

Call 0433 126 841

