

# More Takeaways!

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- David Horsager can customize any speaking topic and tailor his message for your specific audience. Below are additional takeaways that David can tailor for your audience:
- The 6 steps to engaging and motivating your team
- How to generate instant momentum through the 90 Day Quick Plan
- How to align your team, break down silos and focus on push forward priorities
- 3 ways to make trust more relevant and applicable to your culture
- How to identify counterforces to trust
- How to start a movement to build a culture of trust
- The single most important driver in communication during times of transition
- How to accelerate decision making and keep momentum moving for those you lead
- Why the “How” is more important than the “Why”
- The specific steps to increase trust and accelerate your sales cycle
- The #1 action that top sales performers do to build trust with new prospects, highlighted from the newest Trust Outlook™ research
- The six questions to create focus, clarity and consistent sales
- The actionable framework you can use immediately to build trust and solve your biggest challenges
- The HOW-HOW-HOW process for to spark momentum, see immediate results and inspiring trust
- The newest research on how to develop trust individually, in your team and in your organization – or go extinct in the new economy
- Understand the bottom line impact of trust
- Discover the 90 Day Quick Plan
- Learn the ODC Method for clear expectations
- Utilize the SPA appreciation method
- Discover your personal values
- Write a personal mission statement