

A Matter of Trust

Welcome to Harvest Community Church

Series: 10 X²

Text: Ecclesiastes 4:9-12

At the heart of all good relationships is trust. Webster's dictionary defines trust as – firm belief or confidence in the honesty, integrity, reliability and faithfulness of another person.

~ George MacDonald – It is a greater compliment to be trusted than to be loved.

If you reduce relationships to their most important essential it is always trust. Integrity is the foundation of trust. Trust is the one quality in life that must be earned not given. Developing trust takes time, effort and it must be gained a little at a time.

Trust is gained when words and actions match up consistently over time. Trust helps people to feel safe and secure. We do what we say. We are where we are supposed to be when we are supposed to be there. We are honest about everything. People can trust us with confidential things. We can be trusted to be kind to them and sensitive to how they are feeling. Even our relationship with God is developed through experiences. **Proverbs 3:5-6, Psalm 34:8**
Trust reduces the risk of relationship.

Three truths about trust:

1. Trust starts with me - not the other person. Is your character solid? Does our yes and no actually mean something? **Matthew 5:37** Do we follow through on what we have promised? We cannot expect others to put their confidence in us if we believe that we may betray that trust.

Self-deception is the enemy of relationships. If we are not honest about our own lack of integrity and follow through, how can we be honest with others or improve.

2. Trust is all or nothing. If you can't be trusted in all things and on all points then you can't really be trusted in anything. Character can't be compartmentalized. **Luke 16:10-12 (NLT)**
A lack of integrity in any area of our life will seep into all the other areas of our lives. Many people don't like this truth, but it is true none the less.
3. Trust is like bank account, if you want it to grow you have to keep making deposits. The more you deposit the more interest is earned. When it comes to trust you are either making deposits or withdrawals. If you do enough negative things through lack of character or competence you bankrupt the relationship.

If you need to regain trust -

Apologize for where you have broken trust.

Correct the issue as best as you can.

Recognize that it takes longer to rebuild trust than it did to lose it. You will need to be patient in that relationship. Trust is restored by action not words.

What to do if you have a difficult time trusting others:

Many trustworthy people have a difficult time trusting others because they have been let down, hurt or betrayed.

1. **Forgive** them. You can never be 10X if you never trust anyone. There is a difference between discernment and bitterness. Forgiveness does not equal trust. It is mercy. Because we are in the right we have power over a person. We should never abuse it.
Matthew 6:14-15, Matthew 5:7
2. Honestly examine where you may have missed things with people. Sometimes we are gullible and naïve and these relationships help us grow in **discernment** about people.
3. Decisively mark out **boundaries** with people. Explain that the violation must never happen again. Forgiving does not mean allowing a person to continue to hurt you or violate you.
4. Remember a person's **better** moments. We all have our highs and lows. See people for who they are and be sure to treat them according to their best qualities. If you cannot do this then it is time to cut ties. Forgiveness granted, access denied.

One way to build trust is to never allow a **situation** to mean more than the relationship. It is more rewarding to resolve a situation than to dissolve a relationship. Keeping relationships strong is a decision. Life is difficult and situations arise that can bring separation. The question is when tough times come, and they will, what will be more important, the situation or the relationship? (This is not a principle when dealing with abuse.)

At some point all relationships **require** hard work. One question that is important to answer is – Do I see the big picture, or just the bad picture? This is called **perspective**. One thing to remember is that people are always more important than things. All relationships require a commitment to love. If we do, we will handle the situations better and together.

- Those who are 10X understand that if someone is having a problem with everyone, then they are usually the **problem**. **Matthew 7:3-5** There are some people that have problems everywhere they go. This is a warning sign in people: when they openly tell you about how bad everyone else was wherever they have been.

John Maxwell calls these types of people Bob or Bobbie. – If Bob has problems with Bill, and Bob has problems with Fred, and Bob has problems with Sue, and Bob has problems with Jane, and Bob has problems with Sam. Bob is usually the problem.

Unless you are a problem solver, trouble should not follow you everywhere you go. For wherever you are **there** you are.

Truths about Bob

- Bob is a problem carrier. They carry around problems and those problems affect others. Bob is usually vocal and spreads their poison far and wide. They recruit others into their issues. They have people saying that “People are saying things”, when usually it is just Bob.
- Bob is a problem finder. Not because he has wisdom and is good at solving them. It doesn’t take talent to see a problem it takes skill to solve them. Bob has no interest in that.
- Bob is problem creator. They are always starting fires. Whenever we encounter a problem creator, we need to remember that we have two buckets. One with water and one with gasoline. If we want to control the amount of damage a Bob can do, we need to use the water.

Proverbs 15:1

- Bob is a problem receiver. Bob usually encourages people to bring their problems to him. Bob is a garbage dump for people. People will keep dumping until you stop them. Bob is a repository for people’s complaints, gossip and gripes. No one can retain other people’s emotional garbage and no wind up smelling bad themselves. This affects others.

How do you disarm a Bob

Respond to their negative with something positive. **Romans 12:21**

Show your concern for the person that is being criticized. Refuse to judge anyone and to be gracious and give people the benefit of the doubt.

Anytime someone brings you an issue or a problem, thoughtfully and prayerfully offer a solution. You will quickly find out if the motive was to help, to vent or to gossip.

Keep Bob away from others. The best way to keep Bob from causing problems is to remove Bob from the equation.

- ❖ One way that we build trust with people is by being approachable. We can give a great gift to people by putting them at ease.

We have all met people who are cold and hard to get to know and understand. We have all met people who are warm and inviting and make us feel better for just being around them. Can people talk to you about anything including difficult things? Do people have to take the temperature of the room to see if they can talk about something?

Good trusting connection gives people the chance to build a deeper relationship. We must make ourselves approachable. Approachability has little to do with the other person’s boldness. It has everything to do with how we conduct ourselves and what messages we send to others through tone and body language. You can tell people they are welcome or to go away without ever saying a word.

Putting people at ease:

- Genuinely care for people. Personal warmth. Remember that kindness is a language the dumb can speak and the deaf can hear. **Matthew 7:12, Proverbs 19:22**
- Truly appreciate people's differences. Different is not good or bad, it is just different. We are not talking about good and evil. All people have different strengths, weaknesses and ways of seeing things. We can compliment each other as we compliment what we appreciate about one another.
- Be consistent in your mood. You are approachable when you are predictable. It is difficult to connect with people who are always up and down. Most can't catch up, understand the timing or will not put in the effort if they are always having to figure you out.
- Approachable people put others at ease by not expecting perfection from others because they recognize that they are imperfect themselves. Those who put others at ease are filled with grace.
- They are sensitive to the feelings of others. They adjust their approach so they are able to relate to others. **1 Corinthians 9:19-23** Those who are 10X understand that the responsibility is on them because of what they know. **Romans 12:18**
- Those who put others at ease believe in being authentic. They are who they are. Because of this they engage at a real level. They don't pretend to be someone that they are not. They don't hide what they think or feel but they are tactful about it.
- They refuse to be short with people because they are in a hurry. Busyness is never a reason to push people away. People are worth the investment of time. Time, more than money, communicates importance. Why? We make time for what and who is important to us.

Those who are 10X realize that trust is built in the foxholes of life.

Proverbs 17:17 (NKJV & NLT)

Life's battles are easier when you know who you can count on. **Ecclesiastes 4:9-12**

There is great value in having faithful, steadfast friends who are with you in the tough seasons of life. Foxholes without friends is unhealthy. If you face the world alone you will quickly be outnumbered or come to the end of your own strength. We all need counselors, mentors and people who will challenge us, cry with us, fight with us and for us and cheer us on.

It is in the foxholes of life that you realize who you really can trust. False friends are like our shadows, they are with us in the sunlight and leave us when it gets dark. Foxhole friends are few. They provide strength before AND during the battle. It is not so much our friend's help that helps us, it is the confident knowledge that they will help us. These are the people who believe in you and invest in you.