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The Trusted Advisor by David H. Maister outlines the attributes necessary in order to be a successful and trustworthy advisor to the clients. In the novel, Maister constructs orderly lists of characteristics that are required in maintaining a strong reputation and relationship.

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About the author (2012) David H. Maister is widely acknowledged as the world's leading authority on the management of professional service firms. Beginning four decades ago, David has advised firms in a broad spectrum of professions, covering all strategic and managerial issues, spanning the globe.

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David H. Maister, one of the world's leading authorities on the management of professional service firms, is the author of several successful books, including *Managing the Professional Service Firm*, *True Professionalism*, and *Practice What You Preach*, and coauthor of *The Trusted Advisor*.

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It is different for the client than for the advisor; It is personal; For the Client. It is not enough to be right, you must also be helpful. Since clients are often anxious and uncertain, they are, above all, looking for someone who will provide reassurance, calm their fears, and inspire confidence.

The Trusted Advisor by David H. Maister: Summary, Notes ...

About David H. Maister. David Maister is widely recognised as the premier expert on professional service firm management. Maister is British by birth but has made his success in the US where he founded the highly successful Maister Associates Inc. He is also the author of several highly acclaimed business books.

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The Trusted Advisor: Maister, David H., Green, Charles H ...

In 2000, 2006, and 2012 our founder Charles H. Green co-wrote three books: *The Trusted Advisor*, *Trust-Based Selling*, and *The Trusted Advisor Fieldbook*. All three books describe *The Trust Equation* in detail. It's a model of trust that we at *Trusted Advisor Associates* have refined over many years.

Understanding The Trust Equation | Trusted Advisor

THE TRUSTED ADVISOR This classic book explores the paradigm of trust through the filter of professional services. It is a blend of thought and practice, clear ideas and practical suggestions, and it has found a place on many professionals' working bookshelves.

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