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Charles H. Green is a speaker and executive educator focused on trust in complex businesses and professional services firms. Charlie is founder and Chairman of Trusted Advisor Associates. In addition to The Trusted Advisor, Charlie wrote Trust-Based Selling, and coauthored The Trusted Advisor Fieldbook.

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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

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David H. Maister (born July 21, 1947) is a former Harvard Business School professor, American writer and expert on business management practices and the management of professional service firms. He is best known for writing Managing the Professional Service Firm and co-writing The Trusted Advisor with Charles H. Green and Robert M. Galford. ...

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