Category

Consulting

Trusted Advisor Metrics & Self-Development Playbook

Tracking your own trusted advisor development deliberately, through feedback and reflection, not just accumulated years of experience

- Practitioner
- Intermediate
- Template Included

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- 4 minute(s)

Overview

A framework for consultants to track their own trusted advisor development deliberately — structured feedback gathering, honest self-reflection, and targeted coaching — rather than assuming trusted advisor skill develops automatically through accumulated years of client experience alone.

Doesn't trusted advisor skill just develop naturally with enough

client experience? Experience helps, but without deliberate feedback and reflection, consultants can accumulate years of client interactions without actually improving specific trusted advisor skills — practice alone, without feedback, doesn't reliably produce

improvement.

What specific metrics can actually measure trusted advisor

development? Direct client feedback on specific dimensions (credibility, reliability, candor comfort), self-reflection against specific behavioral indicators, and tracking of relationship evolution (movement toward strategic partner status) — covered in the framework below, more concrete than generic "how am I doing" self-assessment.

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