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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.

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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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