

- Good faith is a willingness to make the attempt to find resolution to your problem.
- This demands that you are honest and willing to share all the information known to you in order to establish the facts of the matter.
- This also demands that you listen carefully on two separate levels:
 - to what is being said as the facts are developed and
 - to the emotions expressed by the other party.
- Each of you seeds various pieces of the truth. This is your perception and, as you know it differs from the other person's concept of the problem.
- Hopefully, you will share your views with one another so that we can develop a common understanding and from that understanding will emerge the resolution you see.
- Even more, the resolution you achieve will have a lasting, durable quality.
- Good faith is like saying: Let's trade. I have something of value you want. I am willing to share this with you. What do you have to trade in return?
- Each of you has an initial position. Good faith, simply put, is a willingness to move from the initial position toward a more central point.
- Are you here in Good Faith?