

## Forward

Just to be clear, this is not a vanity forward. My relationship with Karin, the author, is totally professional and virtual. We are both practicing attorneys who were brought together purely by happenstance via business associates who recognized our complimentary skill sets.

During our professional association we quickly realized that we shared much in common despite our diverse backgrounds. The capstone of our core values was trust; trust in yourself, trust in your team, and trust in the integrity of the objective.

Trust Tank explores the who, what, when, where, how, and why of those core values and how one can develop a trust tank that will lead to success.

Karin and I have never met in person, but we have talked a lot on the phone, exchanged texts, and emails. Our bond was forged during a major business deal, mentioned in the book, that failed because a critical member of our circle violated our trust. It was an expensive lesson for all involved. That experience sparked the genesis of this book.

Some will view this as another self-help book. Others will view it as a journal or a collection of life experience wisdom. And yet it has elements of each.

I must warn you gentle reader that you will read certain portions of this inspiring book more than once because the message is so majestically profound and because it heralds many self-evident truths that are all too often best recognized in hindsight.

In fact, when I read an earlier draft of this book, I encouraged Karin to think seriously about making the message a series of TED talks if only because what she has to say is so worthwhile and meaningful. Her timeless message should at least be an audio book for those who do not simply have time to read! I also advised her to spread her life lessons via the Life Coach circuit a la Tony Robbins! Perhaps with your support and encouragement she just may act on our suggestions.

Reading this book as many times as I have refreshed my memory of how I could have benefited personally and professionally from her succulently expressed

valuable insights. I enjoyed the luxury of growing up in a trusting family environment. I also experienced the pain of disappointment when school friends betrayed my trust.

My Vietnam military experience ingrained the necessity of trust in my combat training, trust in my wingman, trust in my combat leaders, and trust that maybe God had another purpose for me later in life.

I can also reflect on how the tenets of this book shaped my life whether drafting national security policy in the White House or Congressional legislation on behalf of the National Security Agency or serving as a Board Member of multimillion-dollar international corporations.

In brief, the observations and lessons learned (and offered) in the Trust Tank are worth their weight in platinum, or to paraphrase Proverbs 31:10, more precious than rubies.

Here is how I plan to use this knowledge trove in the future. Another character trait that Karin and I share is giving back to the community. See for example Chapter 12 for the inspiring story of “Divas and Dudes, Inc. A City with a Vision is a City on a Mission.”

In my case I serve as a pro bono business advisor to several software development startups around the county: Idaho, Iowa, and Florida to name just a few. I also give freely of my time to various technology incubators by speaking at their meetings and offering business development insights gratis.

I think I am going to be the best customer and spokesperson for this book because of the valuable information and insights between the covers and because of the practical guidance on how to build and benefit from a Trust Tank.

Karin, you are soon to be a household name in my cyber technology circles!

And for that, I thank you!

Richard H.L. Marshall, Esq.

Chairman of the Board

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