DISC Sales

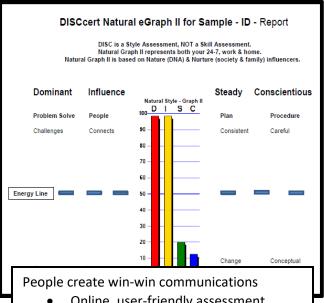
Steps in sales process match up with D, I, S, C Prospects

Sales will increase!

DISC Team Natural DISCcert - Team Results Natural Styles within the Four Quadrant DISC Model - Plot of Primary Res The graph below shows each person's primary style(s) within the four quadrant DISC model. gemined by at of the points above the energy line and is their Nebral Style(s.) Priority - Peop laime McBride (Id) Priority - Task Builds stronger teams Provides overview of team member styles Great for new teams or for resolving conflicts

10-2016

DISC Self



- Online, user-friendly assessment
- 35 page, personalized report
- Success strategies & learning activities

DISC Leadership Complimenting Your People Complimenting D's Mention their achievements, upward mobility and leadership potential. Omit personal comments and focus on Pay direct personal compilments to them their track record: Jones, you've when legitimately deserved exceeded our company goals every Mention their charm, friendfress, creative morth for the past year and have put in ideas, persuasiveness, and/or appearance more hours than anybody but the lop officials here. The CEO has his eye on (or better yet, all of the above) you for an upcoming VP slot." They willingly accept "general praise": We are so lucky to have you with us, Dee. Mention their efficiency, thought processes, organization, persistence Mention their learnwork and dependability Don't mix personal and professional Remark about how others regard them, comments unless you know them very how well they get along with co-workers and how important their rel One C told us: *C much to me. But I heartleit apprecial Leaders become more effective

DISC =

Communication Success

DISC is the universal communication model used to explain the 4 core behavior styles: Dominant, Influence, Steady, Conscientious

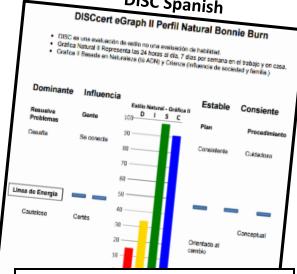
DISC Spanish

Ten leadership competencies

match up with DISC styles

i.e. Motivating your people,

Giving constructive feedback



Assessment & report available in Spanish

Includes same content as **English version**