

# Who's calling? D.I.S.C?

## Quick Clue - How do they greet you?



### *If the conversation begins . . .*

"That report done?"

**D** - No personal greeting. Wants something.

"Bill, I heard you got a promotion. That's awesome!"

**I** - Enthusiastic or informal greeting.

"Ron, great to hear from you. How's your family?"

**S** - Warm, neutral, personal & unique greeting.

"Hello Mr. Clark; I e-mailed you the updated time line this morning for our project meeting as you requested."

**C** - Formal greeting, often refers to fulfilling a commitment.

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