



Condensed Script for Invalid Graphs

Recommendation:

Have this conversation take place in person or on Zoom, so the person's Graph is visible while you explain.

Script Suggestion:

Like to touch base with you about the DISC Report you received and explain a few things.

On page 6 of your DISC Report is your Natural Graph. It provides insight on what one's Communication preferences. There are 4 basic Communication Styles; Dominant, Influence, Steady & Conscientious. No Style is better than another.

In the middle, the 50 horizontal line is called the Energy Line. And the higher a Style is on the continuum, indicates that Style is more comfortable for them to use. If Style is below the Energy Line, that person still has some of that Style, but it's just not a preference.

Here is some additional information on the Communication Styles and how they relate to the Energy Line.

A person can have 1 or 2 or 3 Styles above or below the Energy Line (at 50.) However, one of these Styles must be 66 or above in order for the results to be accurate. Additionally, if all 4 Styles are above or below the Energy Line, again the results will not provide accurate communication insights for the individual.

The 2 most common causes for inaccurate Graphs are:

- 1) People over-thinking their answers.
- 2) Selecting their "Most" choice in the Assessment based on their Skills rather than selecting the "MOST" word that resonates with them.

As we look at your Graph together, we see (You describe what makes their Graph Invalid.)

We want you to have the accurate results, so we are asking you to take the DISC Assessment again.

Please only select the "Most" word that automatically resonates with you.

I will be sending you the link (enter date). Once you have completed, then let's reconnect to discuss. I'm sure you will have some questions then. In fact, what questions can I answer for you now?

I look forward to talking with you about your new DISC Report soon.