



## DiSC® Customized Tools for YOUR Communication & Sales Success

The DiSC is a personality behavioral profile using a four dimensional model of normal human behavior. Behavioral research suggests that people who truly understand themselves are most effective at developing strategies necessary to successfully meet the demands of their environment.

### **1. “Success Insights®” Assessment Report:**

- The report provides data on how you:
  - i. Respond to problems and challenges
  - ii. Influence other to your point of view
  - iii. Respond to the pace of your work environment
  - iv. React to rules/procedures set by others
- The information provided by this tool teaches you how to communicate using the DiSC language as a way to understand yourself and others
- This knowledge can be used to improve your work productivity, sales effectiveness, interpersonal relationships, communication and teamwork.
- You’ll learn how to interact with others and to appreciate others’ behavioral styles within your organization.
- Most importantly, you’ll learn how to adapt your own communication style for enhanced communication, increased understanding and improved sales!

### **2. “Sales Strategy Index®” Assessment Report:**

- This report highlights your strengths, weaknesses and understanding of sales strategy by comparing your responses to common sales challenges with those provided by top sales performers.
- All phases of the sales cycle are covered:
  - i First Impression
  - ii Qualifying/Questioning
  - iii Demonstration
  - iv Influence
  - v Closing
  - vi General Characteristics
- The report spotlights your most and least effective sales behaviors, so that an appropriate developmental plan can be crafted to improve performance