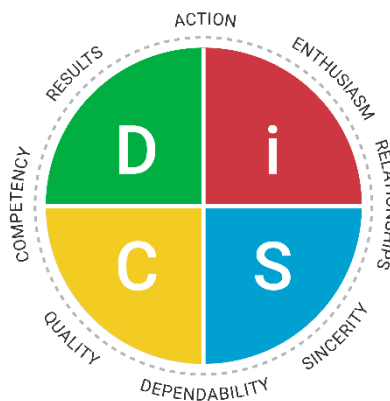


What is DiSC® Sales?

This application teaches participants to stretch beyond their natural Sales style to more effectively adapt to their customers' preferences and expectations—regardless of the customer's unique buying style. The experience is sales-specific with in-depth information, including tips, strategies, and action plans to help salespeople become more effective. It is designed to help salespeople successfully create customer-centric interactions that improve results.

Why choose DiSC® Sales?

The Everything DiSC Sales Profile helps participants better understand themselves, their customers, and their relationships. Participants explore their own sales style and how their strengths and challenges influence their selling behaviors. They'll also learn to recognize the behaviors unique to each buying style and gain strategies to adapt their sales style to meet the needs of their customers, improving their effectiveness and success



Benefits of DiSC® Sales:

- Discover their own DiSC® style: recognize the priorities, personal strengths, and challenges that shape their sales interactions with others
- Explore other styles: understand the differences and similarities among DiSC buying styles, learn to recognize the behaviors unique to each style, and identify new ways to find common ground with all types of customers
- Create a plan of action to get more out of the sales process—and deliver better bottom-line results

3 Parts:

1. Understanding Your DiSC® Sales Style
2. Recognizing and Understanding Customer Buying Styles
3. Adapting Your Sales Style to Your Customer's Buying Style