EVERYTHING DiSC
SALES PROFILE
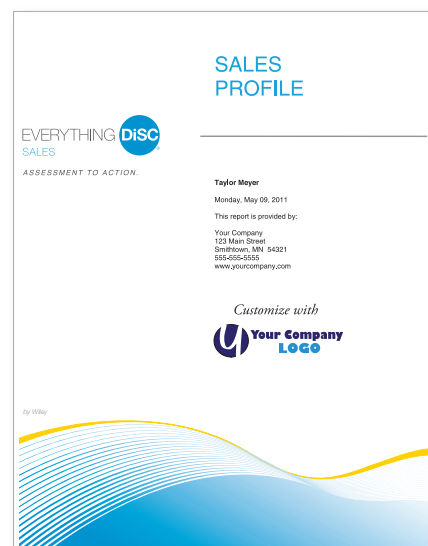
CONNECT BETTER WITH YOUR CUSTOMERS.

The *Everything DiSC® Sales Profile* uses a research-validated learning model to create a highly personalized learner experience.

The profile is sales-specific with in-depth information, including tips, strategies, and action plans to help salespeople become more effective. Includes access to unlimited follow-up reports.

THE EVERYTHING DiSC SALES PROFILE FOCUSES ON:

- **Understanding Your DiSC Style**

- **Recognizing and Understanding Customer Buying Styles**

- **Adapting Your Sales Style to Your Customer's Buying Style**

Participants discover their DiSC sales styles and how to adapt their style to meet the needs of their customers.

SALES PROFILE

EVERYTHING **DiSC**
SALES

ASSESSMENT TO ACTION.

Taylor Meyer
Monday, May 09, 2011
This report is provided by:

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THE PROFILE

In-depth: Research-validated online assessment with 23-page sales-specific profile that helps salespeople understand themselves, their customers, and their relationships.

Easily Customizable: Online tailoring options make it easy to remove or rearrange pages, customize the profile title, or print selected sections.

EXCITING FOLLOW-UP TOOLS

Everything DiSC® Sales Customer Interaction Maps:
Follow-up reports that help salespeople adapt their selling style to meet the needs of a customer. These one-page reports are the perfect personalized cheat sheets to prepare for sales calls.

Everything DiSC Comparison Reports:
Exciting follow-up reports that can be created for any two participants. Shows their similarities and differences on six behavioral continua. Great for on-boarding, new work groups, conflict management, and more! Unlimited access available with all Everything DiSC profiles.

Everything DiSC Group Culture Report:
Helps you determine the group's DiSC culture, explore its advantages and disadvantages, discuss its effect on group members, and examine its influence on decision making and risk taking. Sold separately.

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PARTNER

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