EVERYTHING DiSC SALES



Provide salespeople with the skills to adapt to customers' preferences and expectations.

Everything DiSC® Sales is a classroom training and personalized learning experience designed to help salespeople successfully create customer-centric interactions that improve results.

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.

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
- How to adapt DiSC style to meet the customer's needs

The Profile

The Everything DiSC Sales Profile helps participants better understand themselves, their customers, and their relationships. In this 23-page profile, 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. The profile may be used on its own or with the companion facilitation; sold separately.

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The Facilitation

In-depth: Six one-hour modules; fully-scripted facilitation with engaging activities and sales-focused video

Easily Customizable: Switch out video clips. Modify components. Add or delete sections to fit any timeframe.

Engaging Video: Includes an eight-minute introduction to the DiSC® sales styles, plus 53 segments featuring real-world, sales-specific customer interactions

Facilitation Kit Includes:

- Leader's Guide and handouts in MS Word
- PowerPoint® with embedded video
- Templates, images, and video
- Sample Everything DiSC® Sales Profile and Customer Interaction Map
- Sales Interview Activity Card sets
- Everything DiSC Customer Interaction Guides

The Follow-Up Tools

MyEverythingDiSC

Extend the learning experience with our mobile-friendly, interactive learning portal that gives participants unlimited access to on-demand insights about DiSC and strategies for applying DiSC to real work situations.

Comparison Reports

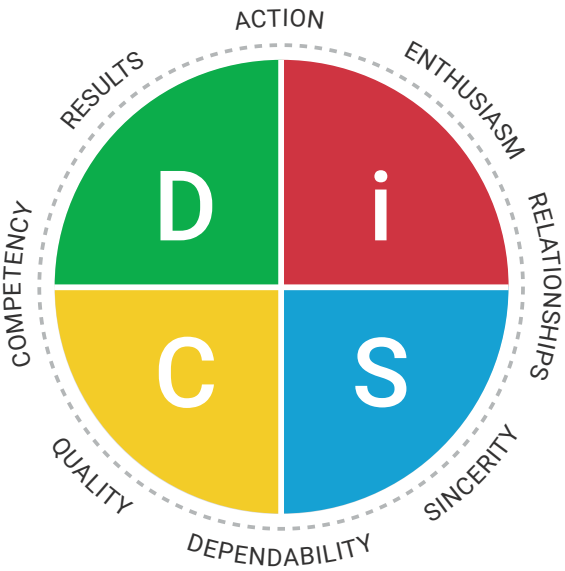
Inspire effective collaboration with Comparison Reports. Any two participants can explore their similarities and differences, potential challenges in working together, and practical tips for improving their working relationship.

Team View

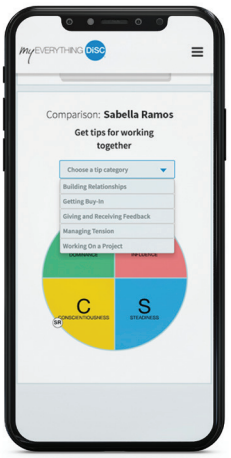
With no limit to the number of participants included, this report gives you an at-a-glance view of a group of participants and their individual Everything DiSC maps.

Group Culture Report

Determine the group's DiSC culture by exploring its advantages and disadvantages, impact on group members, and influence on decision-making and risk-taking. Sold separately.



myEVERYTHING DiSC



MyEverythingDiSC: The mobile-friendly, interactive learning portal that provides on-demand insights about DiSC and strategies for applying DiSC to real work situations.

Symphony 100

Independent authorized partner of Everything DiSC® and The Five Behaviors®

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