

**23 years of  
challenging and  
changing leaders  
and organizations**

## Value

*What people say -*

*"Awesome"*

*"I have had a customer that I has been very difficult to convince of the value of our solutions. After taking this session, I totally changed my approach. I completed an interaction map and discovered I was missing his needs on all fronts. I now have a signed PA from him! Thank you!"*

## Achieving Sales Results

Participants learn how to read the styles of their customers. The result is salespeople who adapt their styles to connect better—and close more sales.



### **Everything DiSC Sales focuses on three vital areas:**

- Understanding Your DiSC Sales Style
- Recognizing and Understanding Customer Buying Styles
- Adapting Your Sales Style to Your Customer's Buying Style

### **In-depth**

Research-validated online profile assessment and sales-specific 23-page report helps salespeople understand:

- Themselves
- Their customers
- Their relationships
- *Customer Interaction Maps* help salespeople develop meaningful relationship strategies for each stage of the buying process

### **Make It Work for You**

*Everything DiSC Sales* is the most in-depth and easily customizable DiSC-based sales-training solution available.

Sales-specific, personalized content creates an in-depth learning experience. Modular design and tailoring allow for a *customized* program that's right for your organization.

***\* Facilitation kits are available for those interested in delivering this program with internal facilitators.***

