

the **DISC** **INSIDER**™



We are excited to introduce the new DISC Insider™. It is a tool designed and created to maximize retention and application of knowledge and insights gained from a DISC behavioral assessment, workshop or an individual feedback session.

The DISC Insider™™ serves as a quick and convenient guide for use in anticipation of a one-on-one conversation, team meeting, workshop or any situation where behavioral awareness of self and others can play an important role.

You now have access to another powerful tool to help take your practice to the next level of success!

Increase learning retention and ROI! As you may know, learning retention usually drops significantly within days of exposure to new concepts or training. When a company has invested time and financial resources in DISC assessments, training and coaching, it is important that the learning translates to both increased behavioral awareness and long term change.

The DISC Insider™™ helps people remember the key elements of the four behavioral styles, and aids in the rapid application and continued use of important communication and relationship skills. It is an excellent on-going reference when interacting with others.

How can I use the DISC Insider™ in my business or practice and how can it help?

DISC Training Workshops

• In these workshops, participants learn and practice applying the DISC principles; the DISC Insider™ captures and condenses the essential learning and provides a tool for ongoing use after the workshop

• Workshop participants can enter their behavioral profile on the insert of the DISC Insider™, and list their behavioral strengths and “possible pitfalls”. This provides a visual reminder of key factors for an individual to keep in mind when approaching and dealing with others.

• Workshop activities and exercises can be designed to incorporate use of the DISC Insider™ to give participants practice in using the tool and learn how to use it after onsite training is finished.

Workshops

One-on-One DISC Feedbacks

• When debriefing the DISC reports, consultants and coaches can use the DISC Insider™ to help people understand and recognize the key characteristics of each behavioral dimension in themselves and others. The insert can be filled out during the feedback session and used in conjunction with other behavioral information and used as a reference tool for ongoing coaching and practice.

One-on-One

Promo

Promotional

• The CUSTOMIZED version of the DISC Insider™ which can show your company name and logo can be a powerful advertising tool for your business or practice and used as a “leave behind” with prospects or shared with existing clients.

• The DISC Insider™ is a tangible “calling card” which can differentiate you from other consultants or coaches Use it as a casual gift.

Critical Relationships

• Salespeople who use the DISC Insider™ before sales calls or presentations are more likely to remember and demonstrate more strategic approaches with their clients when using the DISC Insider™.

• Company leaders and executives who keep the DISC Insider™ handy can be more effective in their critical conversations.

• Coaches and consultants can use the DISC Insider™ during their coaching sessions with clients to build rapport and remind themselves of the most effective ways to work with each individual’s behavioral style.

• Customer Service providers who refer often to the DISC Insider™ can tailor their communications to provide the most effective service to their clients. The DISC Insider™ helps those who have been trained in DISC learn to recognize behavioral styles in their clientele, without ever having seen a client’s DISC graphs!

Critical Relationships

Coaching

Coaching and Consulting

• Busy executives who are inundated with data need brief, condensed information which can be quickly absorbed and applied when learning how to deal more effectively with others. The DISC Insider™ provides a “bullet point” tool for use in executive coaching and consulting.

Value Add

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• Consultants and trainers who package the DISC Insider™ with their handouts and workshop materials add more value to the services they deliver. Participants have a powerful “take away” tool from the training which enhances the ongoing application of their behavioral knowledge and continued success. The DISC Insider™ is their “link” back to their workshop experience, and to you, the service provider.

Team-building

Team-building Activities

• Teams working with the DISC for communication skills enhancement find the DISC Insider™ an effective tool for their daily interactions. With everyone using the Insider, the universal language of DISC is more easily infused into the company culture