

Facilitation: Modular Design

In-depth

Six 50-minute modules are fully scripted and include engaging experiential and processing activities. Facilitator notes give you tips to maximize learning. PowerPoint design and support materials give you a professional edge.

Easily customizable

Switch out video clips. Modify the PowerPoint®, Leader's Guide, and handouts. Add or delete sections to fit any timeframe.

Facilitation includes:

- Leader's Guides in MS Word
- PowerPoint with embedded video
- Stand-alone, menu-driven video
- Participant handouts in MS Word
- Templates and images
- Sample *Everything DiSC Sales Profile*
- Sample *Everything DiSC Customer Interaction Map*
- Research documentation
- Sales Interview Activity Card sets (for 24 participants)
- *Everything DiSC Customer Interaction Guides* (for 25 participants)

Six 50-Minute Modules:

In-depth

Module 1: Introduction to the DiSC Sales Map. Participants learn about their DiSC sales style and how personal priorities influence their selling behaviors.

Module 2: Participants use what they've learned about sales priorities in an interviewing activity.

Module 3: Participants learn customer mapping, a new way of people-reading. They practice their customer-mapping skills in a competitive video-based activity.

Module 4: Participants learn about different customer priorities, then use their new skills to identify the buying styles of current customers.

Module 5: Participants use their DiSC Sales Maps to understand how to navigate from their own styles to those of different types of customers.

Module 6: Participants role play adapting to their most challenging customer and complete an interaction plan for working with that customer.

USER-FRIENDLY FEATURES

Total Portability: Facilitation, video, PowerPoint, and handouts are delivered on a USB drive.

Online Support: Access up-to-date research and resources anytime with our online help feature.

PROFILE

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

- Themselves

- Their customers
- Their relationships

Easily Customizable: Remove or rearrange pages, customize the report title, or print selected sections. The profile is sold separately and may be used on its own or with the companion facilitation.

EXCITING FOLLOW-UP TOOLS

Everything DiSC Sales Customer Interaction Maps are follow-up reports that salespeople can use to help them adapt their style to meet the needs of a customer. These one-page reports are the perfect personalized cheat sheets to prepare for sales calls. And participants get unlimited access — at no additional charge.

Engaging Video

In-depth

More than 60 minutes of contemporary video with real-world, sales-specific customer interactions. Create in-depth customized programs using the library of individual video segments, including:

- Introduction to the DiSC Sales Styles
- Customer Mapping
- DiSC Customer Priorities
- Adapting to the Sales Styles Matrix
- Customer Priority Interviews

Easily Customizable

Pick and choose clips that fit your needs. Use the video three ways:

- Stand-alone clips
- Integrated with the facilitation PowerPoint
- Integrated into your custom PowerPoint