EVERYTHING DiSC® APPLICATION LIBRARY

SALES

Everything DiSC® Sales teaches salespeople to connect better with their customers.

Everything DiSC Sales is classroom training that combines **online prework**, **engaging facilitation** with **contemporary video**, and **online follow-up** to create a personalized learning experience.

Using DiSC®, a powerful yet easy-to-use, research-validated learning model, participants learn how to read and understand 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:

- **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.

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. And participants get unlimited access — at no additional charge.

Everything DiSC Facilitator Report: Provides a composite of your group's DiSC styles and information on how DiSC styles can impact your organization's culture. Includes the names and styles of each participant. Sold separately.

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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EVERYTHING DiSC® SALES

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

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.

The profile may be used on its own or with the companion facilitation; sold separately.

UNLIMITED FOLLOW-UP

Everything DiSC Sales Customer Interaction Maps are personalized reports that compare the salesperson's selling style to a real-life customer's buying style. Participants get unlimited access — at no additional charge.

USER-FRIENDLY FEATURES

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

Online Support: Access research and resources anytime with our online help feature.

FACILITATION

In-depth: Six one-hour modules; fully-scripted facilitation with engaging activities. Facilitator notes give tips to maximize learning.

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

Engaging Video: Contemporary video includes an eight-minute introduction to the DiSC sales styles, plus 53 segments featuring real-world, sales-specific customer interactions.

***Everything DiSC Sales Facilitation Kit* includes**

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

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Minimum Requirements for *Everything DiSC® Sales*
Windows XP with PowerPoint 2003: Pentium 4 or AMD Athlon (1.4 GHz or faster); RAM: 1GB
For additional system requirements see www.everythingdisc.com/techinfo.
*CD version available upon request.

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