EVERYTHING DiSC®
SALES

INTRODUCING

EVERYTHING DiSC® SALES

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

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

Using DiSC, a simple and intuitive 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**.

KEY TOPICS

Everything DiSC Sales focuses on three vital areas:

Understanding Your DiSC Sales Style
Participants discover their DiSC sales styles and how personal priorities influence their selling behaviors.

Recognizing and Understanding Customer Buying Styles
Participants learn customer mapping — a new way of people reading that helps identify the priorities and preferences of real-life customers.

Adapting Your Sales Style to Your Customer's Buying Style
Participants use their Everything DiSC Sales Maps to understand how to adapt their sales styles to connect better with their customers.

inscape publishing

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

ALL-NEW PROFILE

In-depth: Research-validated online assessment with 23-page sales-specific profile that helps salespeople understand themselves, their customers, and their relationships.

The *Everything DiSC® Sales Profile* is sold separately and may be used on its own or with the companion facilitation.

Easily Customizable: Remove or rearrange pages, customize the profile title, or print selected sections.

POST-TRAINING REINFORCEMENT

Transfer the learning beyond the classroom with *Everything DiSC Customer Interaction Maps.* Salespeople can generate a personalized report that compares their sales styles to their real-life customers' buying styles.

USER-FRIENDLY FEATURES

Total Portability: Facilitation, video, PowerPoint®, and handouts are delivered on a USB drive with ample room to save customized programs in one spot.

24/7 Online Support: Get the latest best practices for customizing your program anytime with the new online help feature. Access up-to-date research and resources.

ALL-NEW FACILITATION

In-depth: Six 50-minute modules, fully scripted facilitation with engaging activities. Facilitator notes give tips to maximize learning.

Easily Customizable: Creating customized solutions has never been easier. Switch out video clips. Modify the PowerPoint, Leader's Guide, and handouts. Add or delete sections to fit any timeframe: from one hour to full-day.

Engaging Video: Contemporary video includes an eight-minute introduction to the DiSC sales styles, plus 52 vignettes featuring real-world, sales-specific customer interactions.

***Everything DiSC Sales* facilitation 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.

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