



EVERYTHING DiSC®



Sales Profile



Prepared for: John Sample

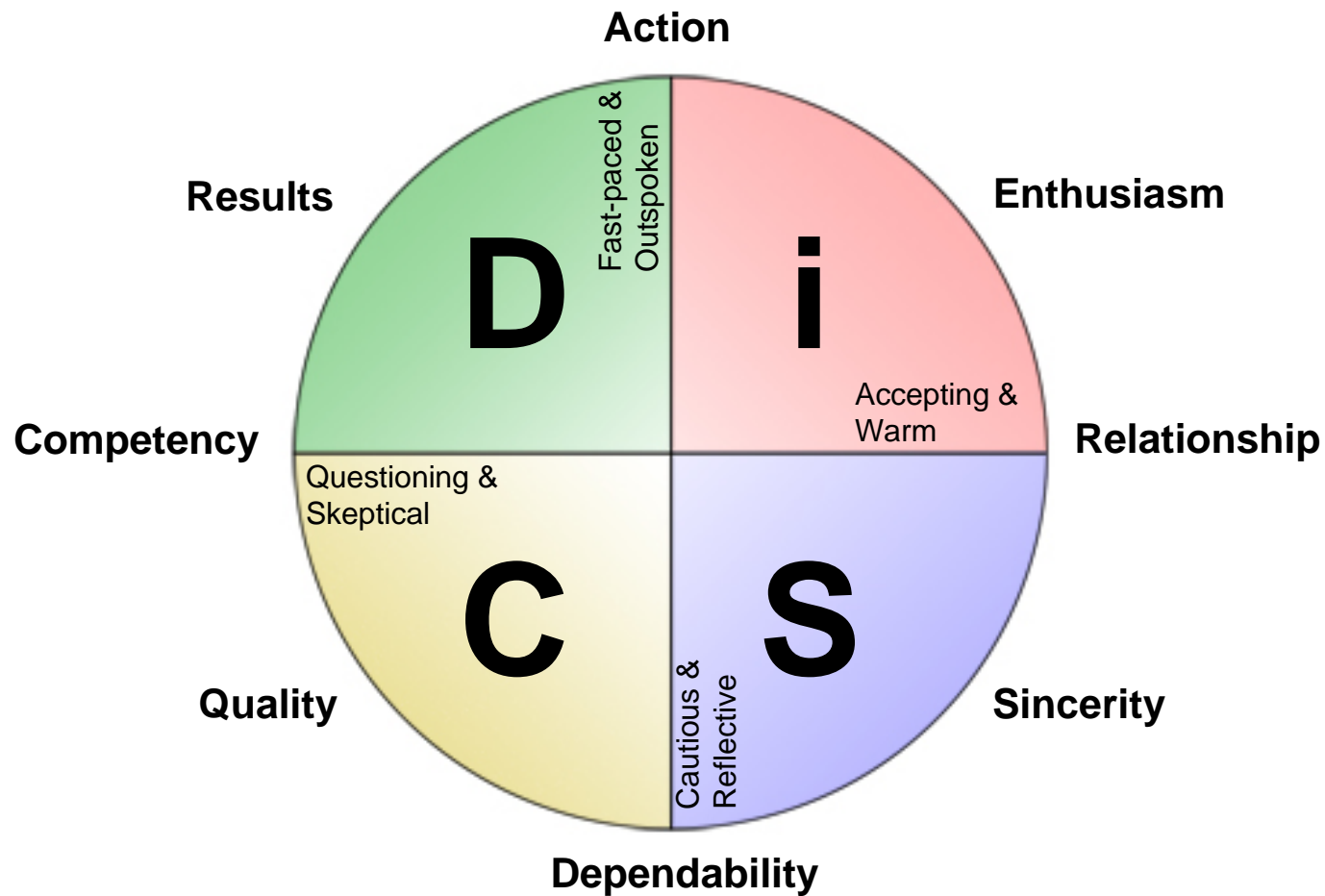


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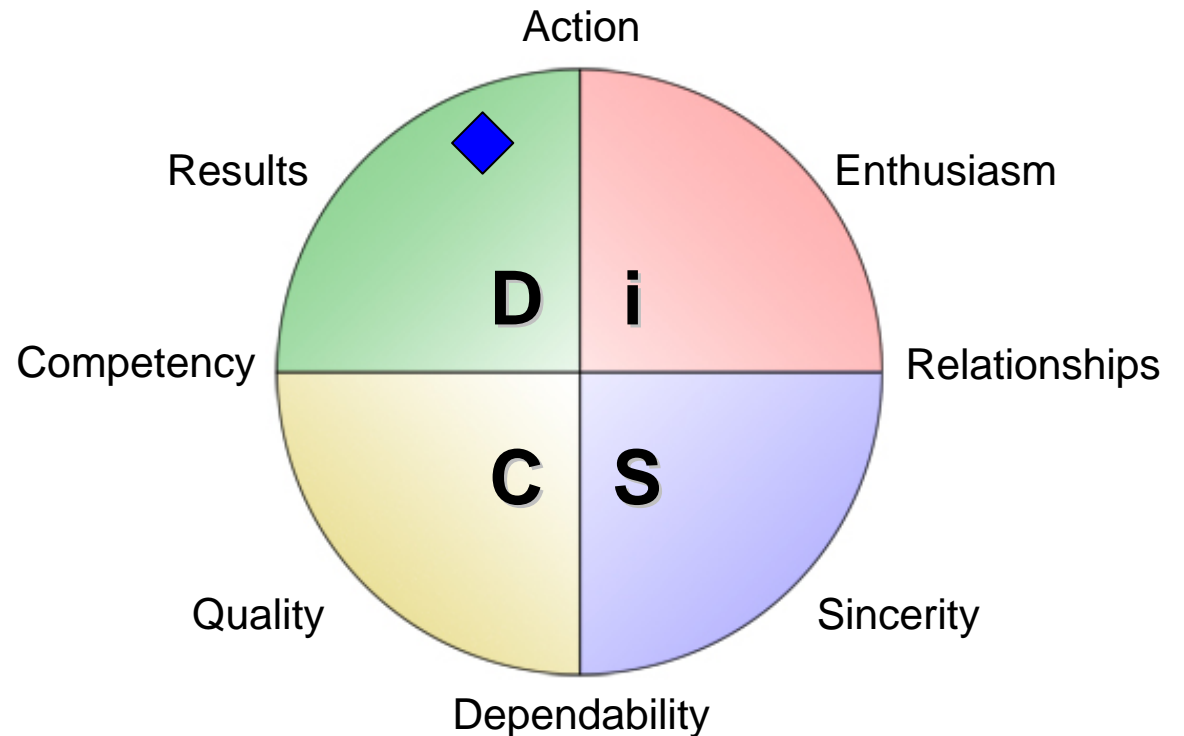
Sales Personalities



Your DiSC[®] Sales Style



John Sample



Your Sales Strengths

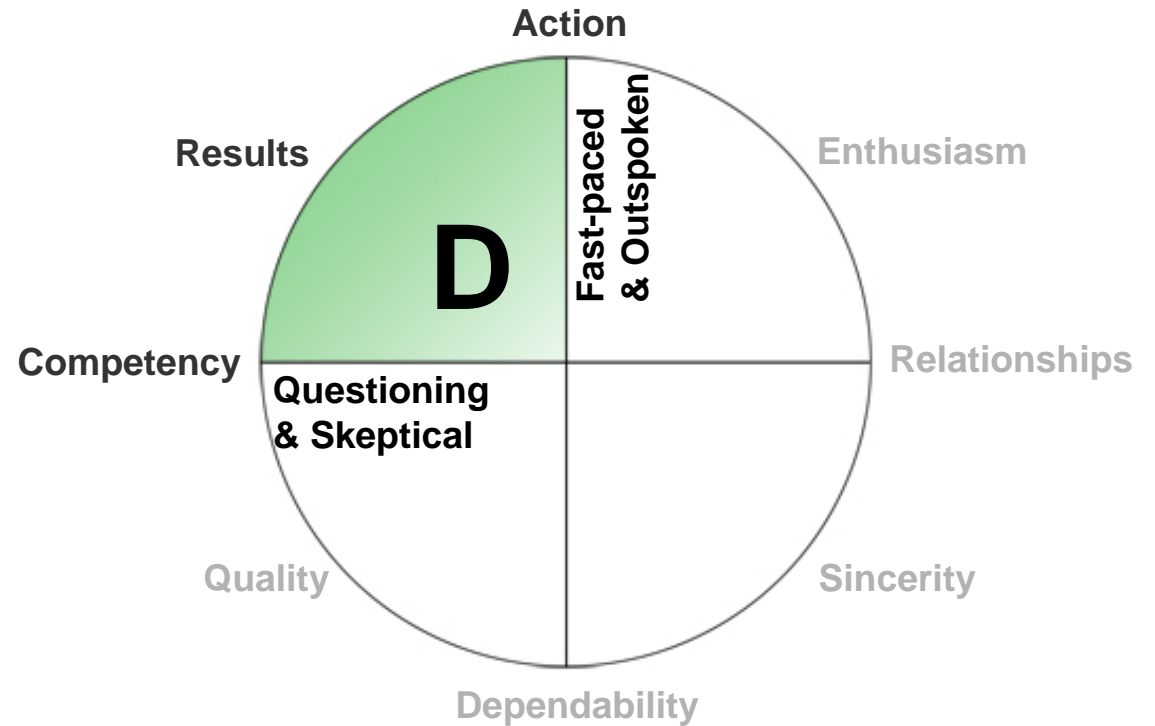


● ● ● Results

● ● ● Action

● ● ● Competency

● ● ● Fast-paced, Outspoken



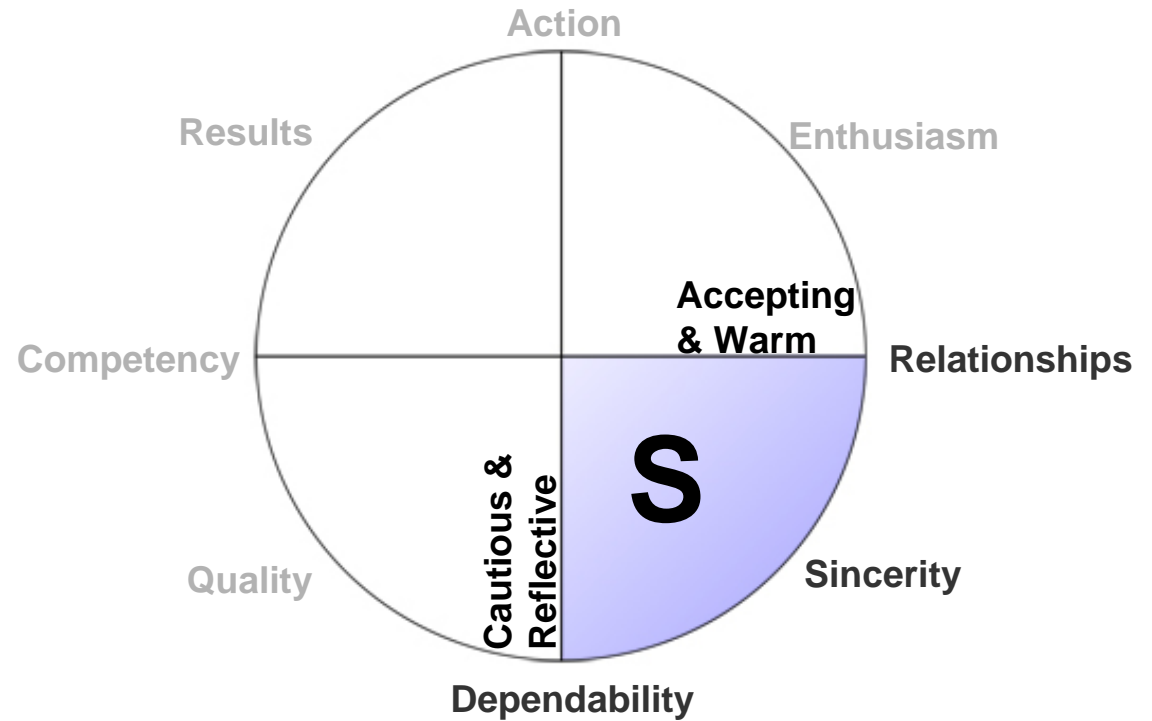
Your Sales Challenges



● ● ● Sincerity

● ● ● Dependability

● ● ● Relationships



Adapting Strategies



Customers

- Identify **their** style
- Adapt your **approach**
- Leverage **strengths**

