



*Service with a smile!*

### DiSC Product of the Month

#### Everything DiSC Sales

- Understanding your DiSC sales style
- Recognizing and understanding customer buying styles
- Adapting your sales style to your customer's buying style

#### Interactive Link:

<http://www.everythingdisc.com/sales/default.htm#video>

*We all know that DiSC is a very useful tool in the workplace, but let's take it one step further and show how your style can affect your sales and service.*

<p style="text-align: center;"><b>D-Dominance</b></p> <p>Selling to a D requires one to be confident and straight forward. Use your poise to show you know what you are talking about. D's appreciate your directness and respect for their time.</p> <p><i>Emphasize: Profits</i></p>	<p style="text-align: center;"><b>i-influence</b></p> <p>Schedule your sales meeting with and "i" when you have time to spare. Be open, enthusiastic and willing to share a personal story. A lunch meeting at your "i" customer's favorite restaurant would be a great idea.</p> <p><i>Emphasize: Ease of product</i></p>
<p style="text-align: center;"><b>C-Conscientious</b></p> <p>The C style will expect the most from you. Not only should you display expertise in your field, but you will need to back it up with dependable and precise data. C's will keep you on your toes!</p> <p><i>Emphasize: Evidence of reliability</i></p>	<p style="text-align: center;"><b>S-Steadiness</b></p> <p>Selling to an "S" should be a "stress-free" event. Be casual, sincere and respect their space. Let them know that you are available any time – just a phone call or email away.</p> <p><i>Emphasize: Warranties and service plans</i></p>

**...Next Month... Listen to the music...**

To place an order please call 440-899-9010 or email [sgreenleaf@impact-dev.com](mailto:sgreenleaf@impact-dev.com).

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