

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** with **contemporary video**, and **online follow-up** to create a personalized learning experience.

Using DiSC®, a powerful yet 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**.

EVERYTHING DiSC SALES FOCUSES ON:

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.

EXCITING FOLLOW-UP TOOLS

Everything DiSC Sales Customer Interaction Maps are follow-up reports to 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® SALES



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

Easily Customizable: Online tailoring options make it easy to remove or rearrange pages, customize the profile title, or print selected sections.

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.

24/7 Online Support: Access up-to-date research and resources anytime with our online help feature.

ALL-NEW 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 52 segments 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*



Tools For Teamwork

Dave Meyer / Laurie Valaer

Tools For Teamwork (A Division of ECI Learning)

8539 Sugarloaf Rd

Larkspur, CO 80118

303-681-8982

Dave@ECILearning.com

<http://www.ToolsForTeamwork.com>

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.

The use of this video in a webinar format, including uploading video to a server, is prohibited. DiSC, Everything DiSC, "Inscape Publishing," and the Inscape Publishing logo are registered trademarks of Inscape Publishing, Inc. PowerPoint is a registered trademark of Microsoft Corporation in the U.S. and/or other countries.