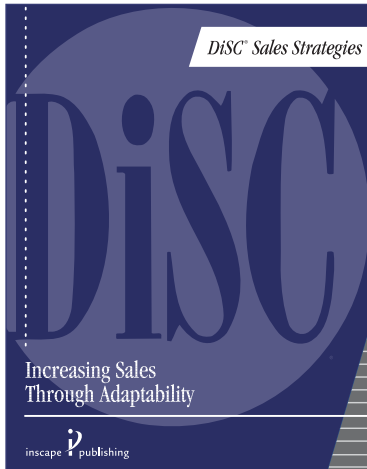


# DiSC® SALES STRATEGIES



## DiSC® Sales Strategies

- DiSC®
- Change Management
- Coaching
- Communication
- Customer Service
- Sales
- Diversity
- Leadership
- Management Development
- Teams
- Time Management

### INCREASING SALES THROUGH ADAPTABILITY

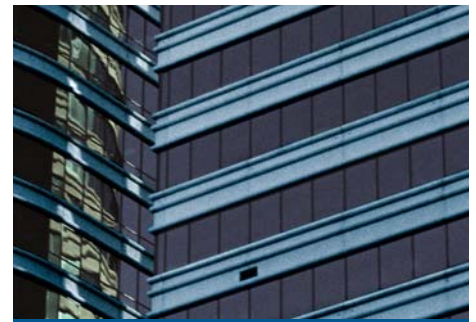
Gain the competitive advantage of DiSC® and improve the effectiveness of every member of your sales team. *DiSC Sales Strategies* helps both new and experienced sales people:

- focus on customer needs
- enhance customer relationships
- develop competencies in a variety of selling situations
- reduce direct sales costs
- develop long-term relationships for repeat sales

### INCREASE SALES PERFORMANCE AND PROFITABILITY

*DiSC Sales Strategies* can be used as a stand-alone program or as an addition to your current sales training to help sales professionals:

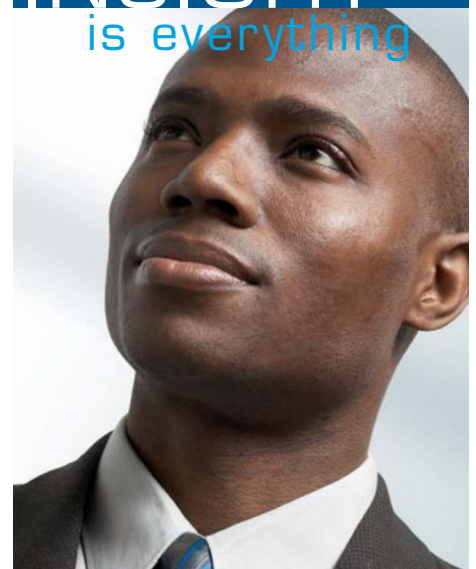
- learn to position themselves and their products and services with the client's needs in mind
- understand how different styles influence buying and selling
- more effectively utilize their time and their customer's time
- create and maintain relationship-based sales



## INSCAPE PUBLISHING

The power to transform individuals, teams, organizations. Inscape pioneered the original DiSC® learning instrument over three decades ago. Today, we continue to create innovative products and services that inspire, energize, and empower individuals. Available in 21 languages in over 40 countries, our extensively researched, time-tested resources create the opportunity for transformational experiences. We have helped more than 40 million people develop a deeper understanding of themselves and their relationships, discover their full potential, and realize greater success.

INSIGHT  
is everything



### **FLEXIBLE FORMAT ADAPTS TO MEET YOUR NEEDS**

This six-module workshop can be facilitated in either two consecutive days or in one day with additional sessions scheduled over a period of time.

#### **Module 1: Increasing Sales through Adaptability**

- explore the benefits of adaptability

#### **Module 2: The Influence of Styles on Selling and Buying**

- apply DiSC® strategies to selling and buying

#### **Module 3: Identifying Your Customer's Style**

- learn how to identify different DiSC styles

#### **Module 4: DiSC® Sales Strategies for Adapting to Your Customer**

- discover how to make customers feel comfortable

#### **Module 5: Practicing Adaptability: One-on-One Selling**

- find out which techniques work best

#### **Module 6: Practicing Adaptability: Letters and Group Selling**

- increase your adaptability in special situations

### **COMPREHENSIVE SALES TRAINING IN ONE EASY-TO-USE PROGRAM**

The *DiSC Sales Strategies* program materials offer everything your sales team needs to create trusting, collaborative, and mutually profitable customer relationships.



Robert Pennington & Stephen Haslam

Resource International

6119 Bankside

77096

713-305-1812

[robert.pennington@resource-i.com](mailto:robert.pennington@resource-i.com)

[www.resource-i.com](http://www.resource-i.com)