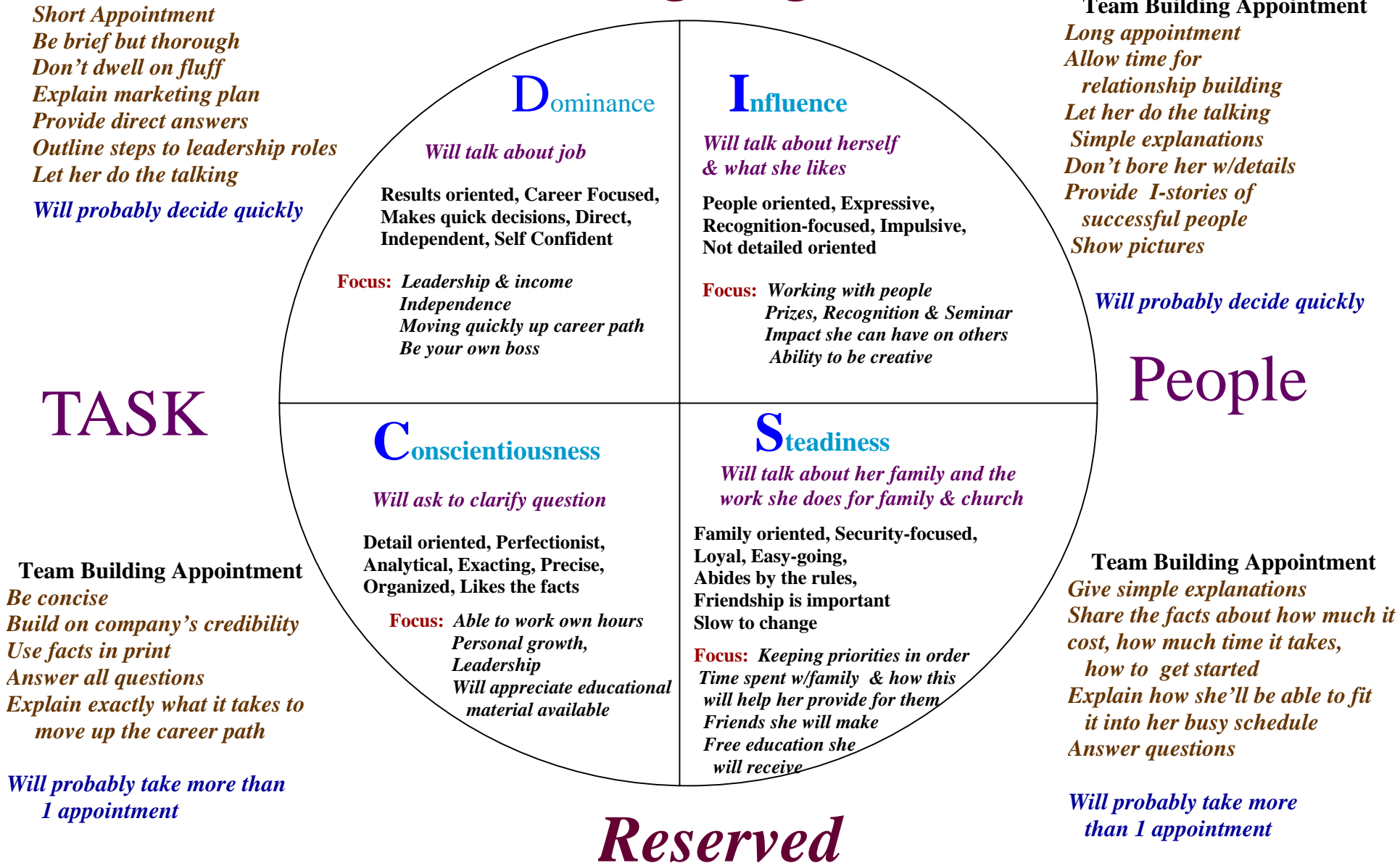


Disc for Team Builders

Outgoing



TASK

People

Reserved

Dominance

Influence

Conscientiousness

Steadiness

Will talk about job

Will talk about herself & what she likes

Results oriented, Career Focused, Makes quick decisions, Direct, Independent, Self Confident

People oriented, Expressive, Recognition-focused, Impulsive, Not detailed oriented

Focus: Leadership & income
 Independence
 Moving quickly up career path
 Be your own boss

Focus: Working with people
 Prizes, Recognition & Seminar
 Impact she can have on others
 Ability to be creative

Will ask to clarify question

Will talk about her family and the work she does for family & church

Detail oriented, Perfectionist, Analytical, Exacting, Precise, Organized, Likes the facts

Family oriented, Security-focused, Loyal, Easy-going, Abides by the rules, Friendship is important, Slow to change

Focus: Able to work own hours
 Personal growth, Leadership
 Will appreciate educational material available

Focus: Keeping priorities in order
 Time spent w/family & how this will help her provide for them
 Friends she will make
 Free education she will receive

Team Building Appointment
Be concise
Build on company's credibility
Use facts in print
Answer all questions
Explain exactly what it takes to move up the career path
Will probably take more than 1 appointment

Team Building Appointment
Give simple explanations
Share the facts about how much it cost, how much time it takes, how to get started
Explain how she'll be able to fit it into her busy schedule
Answer questions
Will probably take more than 1 appointment