

# EVERYTHING DiSC® SALES



## INTRODUCING

## EVERYTHING DiSC® SALES

*Everything DiSC® Sales* teaches salespeople to connect better with their customers.

**E**verything *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.



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**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*



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#### 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](http://www.everythingdisc.com/techinfo).

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