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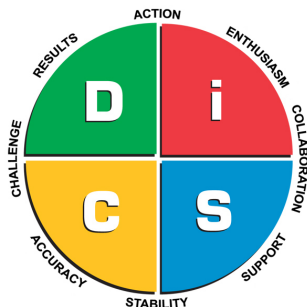
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Performance support for your DiSC® workshop.

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Hi, <<First Name>>.

You know you've been there — someone approaches you. You're a bit distracted, perhaps nervously glancing at your phone or computer, when you hear "Never mind — I'll talk to you later." And you say, "Great – thanks." And you're relieved.

Did you realize you were putting off the "too busy" vibe?

This happens when you put off an air of "busyness" that makes people around you feel disconnected and [unable to share information with you](#).

To use "[DiSC-speak](#)", this is so common when a high S approaches a high D or high i.

This lack of communication leads to an even bigger problem down the line. They may have information to share with you that you would even consider important, and that you should rightly know about.

The solution? Make a habit of saying,

"I have time."

Next time, relax, make eye contact, smile, and say, "No, it's cool. I have time."

Make that a habit, and see what happens.

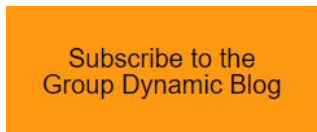
[Rate yourself – and/or ask others to rate you](#) – on this: ***Am I putting off the "too busy" vibe too much?***

Best to you,

Alan Feirer



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