



## CONNECT BETTER WITH YOUR CUSTOMERS.

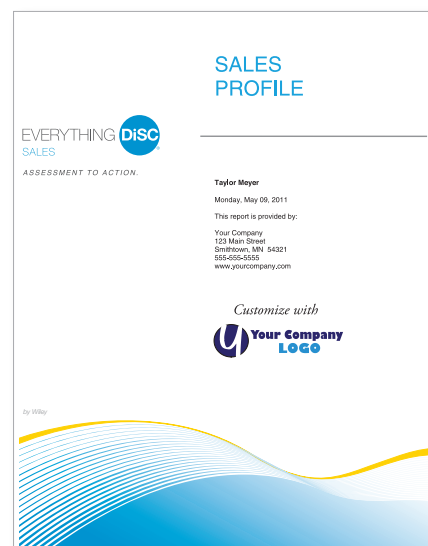
The *Everything DiSC® Sales Profile* uses a research-validated learning model to create a highly personalized learner experience.

The profile is sales-specific with in-depth information, including tips, strategies, and action plans to help salespeople become more effective.

### THE EVERYTHING DiSC SALES PROFILE FOCUSES ON:

- Understanding Your DiSC Style
- Recognizing and Understanding Customer Buying Styles
- Adapting Your Sales Style to Your Customer's Buying Style

Participants discover their DiSC sales styles and how to adapt their style to meet the needs of their customers.



## THE PROFILE

**In-depth:** Research-validated online assessment with 23-page sales-specific profile that helps salespeople understand themselves, their customers, and their relationships.

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

## EXCITING FOLLOW-UP TOOLS

### Everything DiSC® Sales Customer Interaction Maps:

Follow-up reports that 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.

### Everything DiSC Comparison Reports:

Exciting follow-up reports that can be created for any two participants. Shows their similarities and differences on six behavioral continua. Great for on-boarding, new work groups, conflict management, and more! Unlimited access available with all Everything DiSC profiles.

### Everything DiSC Group Culture Report:

Helps you determine the group's DiSC culture, explore its advantages and disadvantages, discuss its effect on group members, and examine its influence on decision making and risk taking. Sold separately.



Parallel Management Company  
2920 W Broad Street, #236  
Richmond, VA 23230  
info@parallel-management.com  
804.513.2722