



Prospect's Clues Worksheet

Prospect's Name _____ Email _____

Company _____ Phone _____ Natural DISC Style _____

Instructions:

1.) Check off which descriptions apply to your Prospect.

2.) Then use this information to initially determine how to package your communication.

	D	I	S	C
Motivation	Achieve, Authority equal to Responsibility, Opportunity to express ideas & twenties.	Applause, Recognition for Skills & Insights. Power to control own Career Path.	Acceptance. Sincerity from Groups & Peers.	Accuracy. Tasks completed Right the First Time. Projects highly specialized.
Conversation	Short, fast, abrupt	Spontaneous, Upbeat, Enjoys talking	Supportive, Friendly, polite	Systematic, A lot of silence, with few questions
Fear	Inferior, Taken advantage of	Ignored, Loss of Recognition	Instability, Sudden Changes	Incorrect, Personal Criticism of their Work
Voicemail	"This is Smith. Leave your message at the tone."	"Thank you for calling. I hope you're having a wonderful day. I really do.....etc. Thank you!"	"I'm sorry I wasn't here to take your message. Your call is important to me, so please at the toneetc. Thank you."	"You've called 555-555-5555 number. Leave your name, phone number and please repeat your number twice."
Email	Bullets, Incomplete sentences	Different Fonts, Conversational	Well organized, outline format	Includes attachments for documentation
On Walls	Diplomas, Calendar, Business-Like	Awards, Artwork, Creative	Family Pictures, Personalized, Well Organized	Charts, Everything has its place