



Meet our Featured DISC Certification Grad

Bill Wigley

CEO/Team Leader Keller Williams Realty – Southern Oregon

Bill is well known for his achievements in the Real Estate Industry, as well as his ability to teach and motivate others to great business success. Under his leadership, their team is the second largest in Southern Oregon.

In a recent conversation, Bill explained how DISC has been so instrumental in his winning strategies.



Bonnie Burn (BB): How has DISC worked for you?

BILL: *With the training I received from DISC Provider, I developed a "DISC for Real Estate" class to teach our agents how to apply DISC to their clients, fellow agents and teammates.*

BB: You mentioned teammates. Have you ever used DISC for team building?

BILL: *All the time. I help lead-agents and their team members strategically build successful Real Estate Teams by incorporating the online DISC analysis with ongoing coaching and consulting.*

BB: It seems that DISC has been a useful tool for you in the Real Estate world?

BILL: *The dynamics of DISC are critical to everyone in any workplace environment.*

BB: True. . .So, what is the most important lesson your DISC training has taught you?

BILL: *DISC has given me an understanding of the influence that natural behavior has on ones expected job duties, and, more importantly, how to deal with the issues that may arise when asking someone to perform outside their natural behavior.*

BB: Thank you Bill and much continued success to you.

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