



## DISC Team Tips – Sample 5 x 7

Name	Natural Style	Communication Tip
Allen	Dc	Put the details in writing, but don't plan on discussing them too much.
Beth	Is	Offer input on how to make the ideas become reality
Cathy	DI	Be prepared to handle some objections.
Jim	I	Plan some extra time in your schedule for talking, relating & socializing.
Ken	CS	Show sincere interest in her as a person.
Margaret	Id	Be clear in your expectations.
Paul	Sic	Be candid, open, & patient.
Ruth	Ids	Break the ice with a brief personal comment.
Sam	Sid	Ask "how" oriented questions to draw her opinions.
Sherry	CI	Provide logical and practical evidence.
Tim	CS	Provide testimonials from people she sees as important and prominent.
Victoria	Is	Present your ideas & opinions in a non-threatening way.