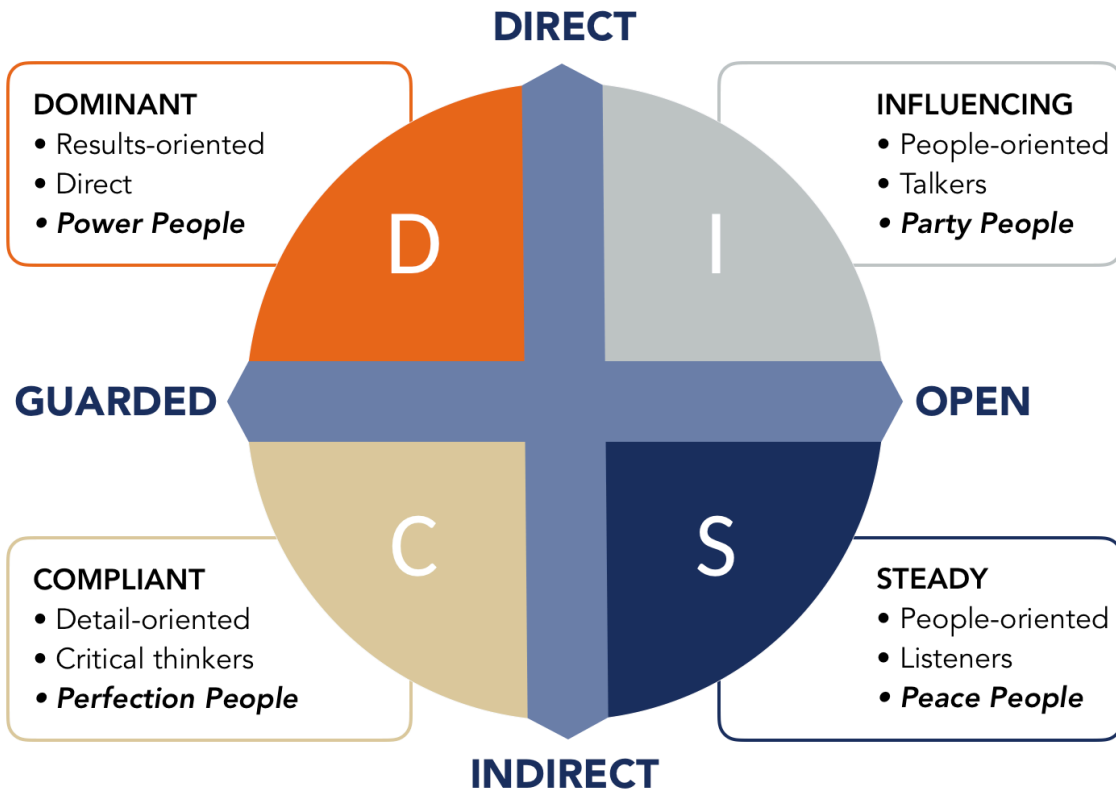


# DISC



<b>DOMINANT</b> <i>Power People</i>	<b>INFLUENCING</b> <i>Party People</i>	<b>STEADY</b> <i>Peace People</i>	<b>COMPLIANT</b> <i>Perfection People</i>
<b>Want to...</b>			
GET IT DONE	GET ACKNOWLEDGED	GET ALONG	GET IT RIGHT
<b>Give them...</b>			
<ul style="list-style-type: none"> <li>Control</li> <li>Solutions</li> <li>Options</li> <li>Evidence</li> </ul>	<ul style="list-style-type: none"> <li>Recognition</li> <li>Excitement</li> <li>Approval</li> <li>Friendship</li> </ul>	<ul style="list-style-type: none"> <li>Support</li> <li>Time</li> <li>Expectations</li> <li>A Heads Up</li> </ul>	<ul style="list-style-type: none"> <li>Logic</li> <li>Data</li> <li>Accuracy</li> <li>Processing Time</li> </ul>
<b>Be...</b>			
<ul style="list-style-type: none"> <li>Efficient</li> <li>Competent</li> <li>Supportive of Goals</li> </ul>	<ul style="list-style-type: none"> <li>Interested</li> <li>Listener as they Talk</li> <li>Entertaining</li> </ul>	<ul style="list-style-type: none"> <li>Patient</li> <li>Reliable</li> <li>Sincere</li> </ul>	<ul style="list-style-type: none"> <li>Systematic</li> <li>Prepared</li> <li>Organized</li> </ul>