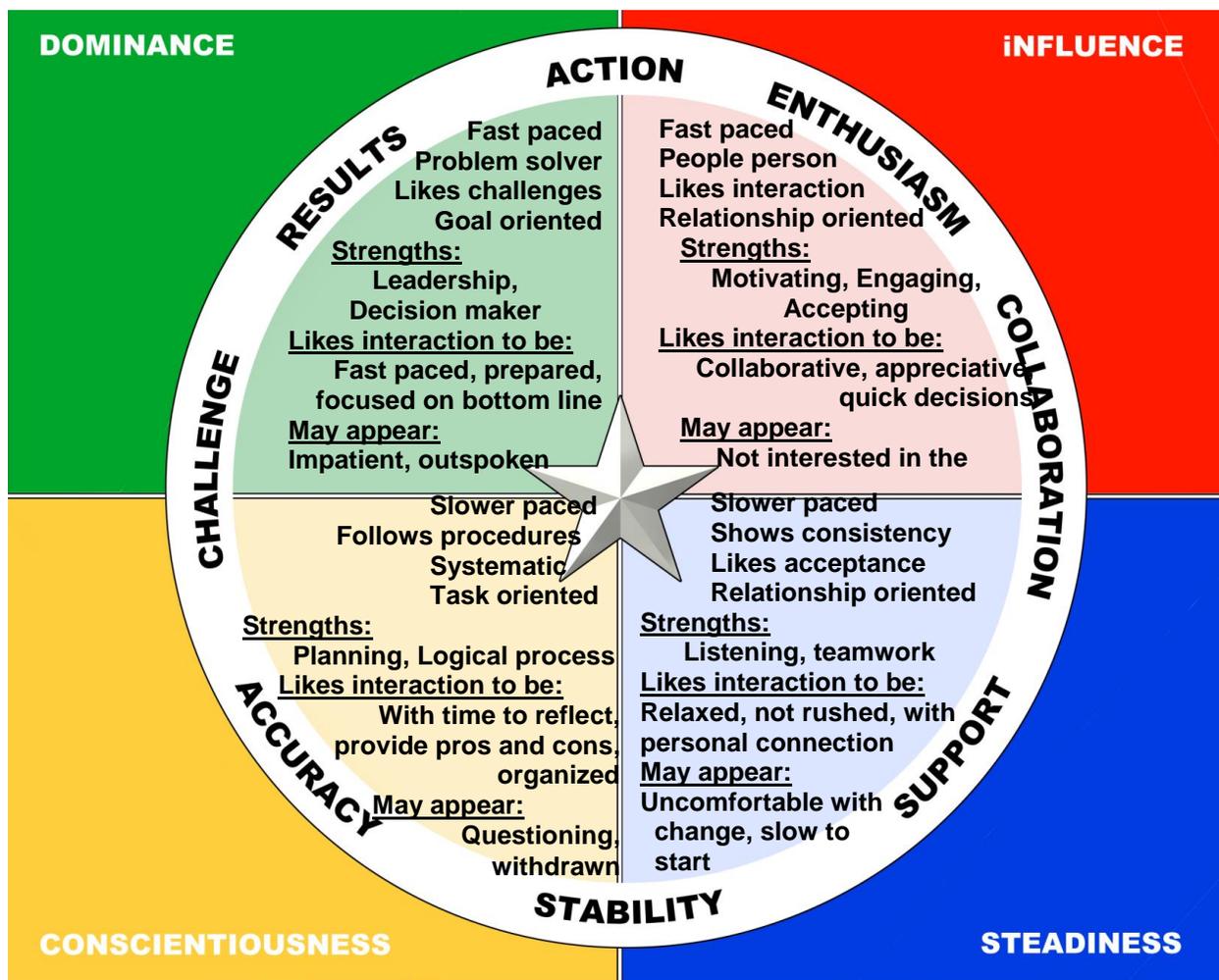


What if there was a way to see people differently, understand them better, and turn every encounter into a win-win situation? What if you could optimize all of your business and personal relationships? The trick is to learn how to identify the other person's style and adjust our own behavior to reduce conflict and improve communication. When you learn to speak the same language, relationships improve, sales increase and groups excel!

Everything DiSC® tools are designed to build effective relationships – one relationship at a time.

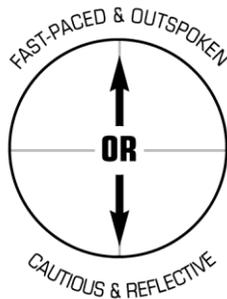
D = Dominance | i = Influence | S = Steadiness | C = Conscientiousness



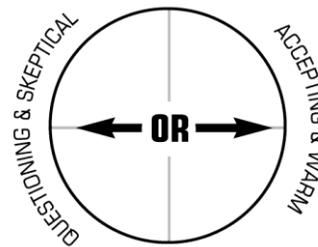
1. Which of the four styles are you most like?
2. Who do you know that resembles the other styles?
3. How are your styles strengths different than the other styles?
4. How does your style like to be interacted with?
5. How is that different than the other styles?

## How to Identify another Person's Behavioral Style

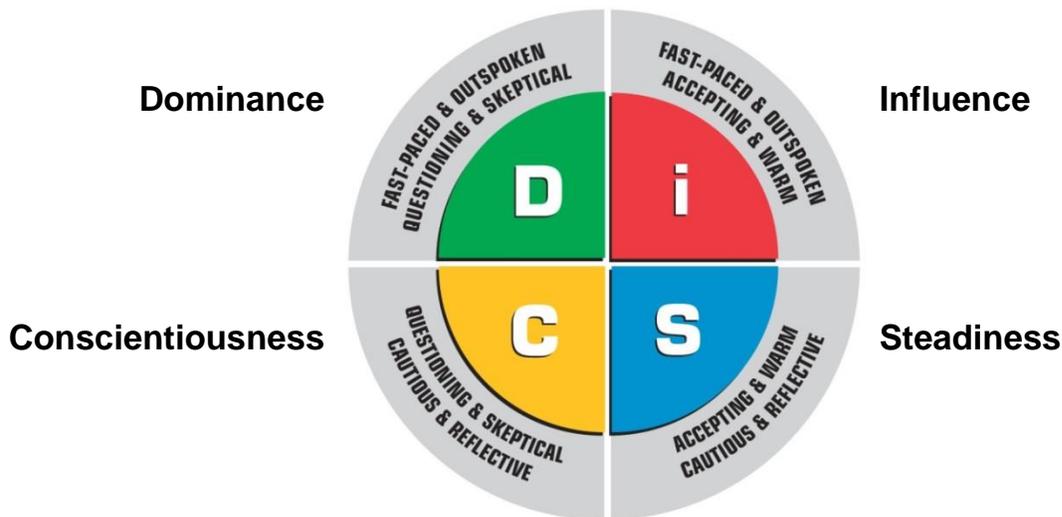
**1** Consider whether this person tends to be more:



**2** Then, consider whether this person also tends to be more:



**3** Now, combine this person's tendencies to determine his or her DiSC® behavioral style.



### People Reading Tool

1. Use this tool to determine the styles of those you work with?
2. How is their style different or similar to yours?
3. How do they want to be interacted with?
4. What do you need to do differently to build a more effective relationship?

To learn more about your own personal DiSC style and understand the DiSC style of others,

**Contact Cindy Tomcak today!**