



## What's Your Strategy for Building Trust With Other Human Beings?

### Extended DISC: Employing Behavior for Sales Success

Think you know DISC? Are you utilizing the methods in your daily sales routine?

Before using Extended DISC clients were:

- Feeling overwhelmed and drained at the end of their workday
- Stressed with hard to motivate teams
- Fighting "people issues in their the workplace
- Pulling their hair out over hard to please clients or bosses

Sound familiar in your world?

Here are a few quotes from Extended DISC participants:

"Extended DISC has allowed me to better understand my prospects. It's no longer a guessing game during the selling process. I feel more confident and in control in the board room"

"I didn't realize communication was so important. I thought I had great human skills, but the moment I committed to learn and use Extended DISC in my sales process I noticed a huge difference in the outcome. "

#### **Class: Extended DISC: Employing Behavior for Sales Success**

**Trainer: Amy Woodall**

**Location: Trustpointe, Inc.**

**Date: Wednesday, April 8, 2009**

**Time: 8:00 AM – 11:00 AM**

**Cost: \$225\***

**To Register: via email to [amy@thetrustpointe.com](mailto:amy@thetrustpointe.com) or call 317.845.0041**

*\*Price includes Extended DISC assessment, manual, Identifying Behaviors Laminate, and more!*

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