



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: Thursday, May 14, 2009

Time: 9:00 AM – 12:00 PM

Cost: \$225*

To Register: via email to amy@thetrustpointe.com or call 317.845.0041

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

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