



COMMUNICATION AND BEHAVIORAL STRENGTHS

DISCstyles™ SALES REPORT

UNDERSTANDING STYLES HAS AN IMPACT ON THE IMPRESSION YOU MAKE IN THE FIRST FEW MINUTES.

TARGETING SALES PEOPLE

The DISCstyles Sales Report is geared towards the sales professional. It provides information on an individual's style of selling, which is valuable information for selling success. It also gives a résumé writer and career coach accurate information for showcasing in résumés and cover letters, as well as with career coaching.

Mastering sales adaptability strategies may be some of the most important selling skills you can learn.

DEFINING UNIQUE SELLING STYLES

In today's competitive marketplace, success in selling is more challenging and requires a higher level of skill. The DISCstyles Sales Report gives you, the professional salesperson, a broad understanding of your natural sales style, which can be shared with hiring authorities or a new employer. The process analyzes and details the type of product you prefer to sell, how you handle sales presentations, as well as how you close and service your accounts. Because all people are unique, no two reports are alike, and yours will give you a winning edge for your marketing materials and interviewing strategy.

GIVING CUSTOMERS WHAT THEY WANT

Customers want caring service along with top quality products. They want compatible, honest relationships with their sales professionals, and they want custom-made solutions to their short- and long-term problems. Your sales report offers insight on how to adapt a specific sales style to give customers what they want. Demonstrate you have this knowledge and you will have an advantage with a prospective employer or when pursuing a promotion.

Establishing the best-selling interactions comes from treating others the way *they* want to be treated.

Your Report is 40+ pages of information and education:

- General Characteristics
- Your Strengths and Motivators
- Your Ideal Work Environment
- Your Behavior and Needs Under Stress
- Communication Tips and Areas for Improvement
- Your Adapted and Natural Style
- The 12 Integrated DISC Styles Relationships
- Identify Another Person's Behavioral Style
- Tension Among Styles, Adapting and Modifying
- The Five Stages of the Selling Cycle and More!

UNDERSTANDING CUSTOMERS' PERCEPTIONS

Overextended strengths may be perceived as weaknesses. Your report identifies these perceptions and provides information on how, under certain conditions (tension, stress or fatigue), customers may see this behavior as negative. This knowledge will help you create an image that is positive and supportive in any business situation.

IDENTIFYING INTERPERSONAL SKILLS

Communication Styles and Behavioral Strengths are interpersonal skills. While certain hard skills are necessary for any position, employers look for particular soft skills. While an employer is likely able to train an employee in a particular hard skill (such as how to use a certain computer program), it is not as likely to train an employee in a soft skill. Your Sales Report identifies your interpersonal skills and provides help in applying your strengths in building trust, finding common ground, having empathy, and ultimately building good relationships.

People may not remember everything you say, but they are unlikely to forget how you made them feel.

OVERCOME THE "SALES SLUMP"

Ninety percent of all sales professionals who experience a sales slump have merely lost sight of the behavior it takes to be successful. Your sales report can help turn a slump into success by helping you realize how to respond to specific behavioral styles.

RESULTS AND BENEFITS

With your comprehensive DISCstyles Sales Report, you have a tool to help you develop strategies to meet the motivational needs of others yielding immediate results and valuable benefits in several areas:

- Evaluate your performance and communicate your strengths.
- Help a hiring authority spot a winner.
- Display to a potential employer that you can "hit the ground running."
- Gain and demonstrate your understanding of a sales slump: Get back on a winning track.
- Boost your sales - the ultimate objective.

Provided by:

