EVERYTHING DiSC® SALES

Everything DiSC® Sales teaches participants how to read the styles of their customers. The result is salespeople who adapt their styles to connect better—and close more sales. This course focuses on three vital areas: understanding your DiSC Sales Style, recognizing and understanding customer buying styles, and adapting your sales style to your customer's buying style.

LEARNERS WILL:

- Discover their DiSC Sales style, priorities, strengths, and challenges
- Recognize and understand their customers' buying styles
- Adapt their sales style to customers' buying styles

WHY THIS MATTERS:

When sales leaders have a better understanding of themselves and their customers, they improve performance, sales relationships, customer retention, and their connections with other external partners such as suppliers.

ASSESSMENT:

- Everything DiSC® Sales Profile

DELIVERY OPTIONS:

In-Person or Live-Online: 6 hours