

This highly interactive virtual learning experience teaches participants to stretch beyond their natural Sales style to more effectively adapt to their customers' preferences and expectations—regardless of the customer's unique buying style. The experience is sales-specific with in-depth information, including tips, strategies, and action plans to help salespeople become more effective.

Participants explore their own sales style and how their strengths and challenges influence their selling behaviors. They'll also learn to recognize the behaviors unique to each buying style and gain strategies to adapt their sales style to meet the needs of their customers, improving their effectiveness and success.

Module 1:

- Understanding your DiSC® style
- Recognizing customer buying styles

Module 2:

- Understanding what drives the styles
- Adapting your sales style to your customer's buying style

Module 3:

- Customer Interaction Mapping to gain strategies and tips to meet the customer's needs
- Developing action plans for real work application

Program Components

The components of the learning experience include:

- The Everything DiSC Sales assessment a dynamic tool for learning how to create customer-centric interactions that deliver improved results.
- Virtual facilitation consisting of three modules allowing time for application on the job in between modules.
- Access to MyEverythingDiSC.com – a mobile-friendly, interactive learning portal that provides on-demand insights about DiSC and strategies for applying DiSC to real work situations.
- Customer Interaction Mapping tool for post-training reinforcement to practice customer mapping techniques, identify strategies and tips for getting results!