

## LEARN HOW TO "DANCE ON THE DISC!":

**KNOW WHEN IT IS TIME TO MODIFY YOUR STYLE!** People do change with their situation and environment – but certain behavioral patterns "leak out" instinctively – and re-emerge after a while. Therefore...

### **You will know your "D" is too high when you...!**

- Are walking around a lake and decide to walk *across* it for a change of pace!
- Declare your front yard a sovereign nation and attempt to reach a foreign trade agreement with Japan on car import quotas.
- Feel the urge to direct traffic on the downtown freeway at 5 pm in the afternoon.
- Start reminiscing about the good old days when it was legal to duel with guns to settle an argument.
- Are honored as "Troublemaker of the Year" by an underground political organization!

### **You know your "I" is too high when you ...**

- Telephone a prospect and have to leave three messages on their telephone answering machine because one doesn't have enough space for your entire message.
- Offer to help the elderly lady across the street who is sitting with her friend at the time with no intention of going anywhere.
- Try to impress your garbage collector by placing odor absorbing devices in your garbage cans.
- Are asked to contact people about making a donation to a local charity and you end up contacting 172 people in fifteen states and three Canadian provinces.
- Feel like reading a book and invite five friends over to read it with you!

### **You know your "S" is too high when you ...**

- Listen for 30 minutes to a telephone salesperson selling some snow removal equipment ... and you lived in Florida.
- Cast a write-in vote for a past President on Presidential Election Day.
- Succeed in calming down a friend who just won a million dollars in a lottery.
- Are tested for signs of life by an office employee who spots a spider building a web between you and your chair.
- Plan to begin your summer vacation by reading all your insurance contracts.
- Write an office report using traditional procedures when all you were asked to do was write down how many tickets you wanted for the office picnic!

### **You know your "C" is too high when you ...**

- Are so diplomatic in firing someone that they thank you for it and offer to take you to lunch.
- Make a hobby of checking the claims of different laundry detergents.
- Make up a game of color coding your clothes pins and then using only certain colors to hang certain clothing.
- Think of forming your own quality circle to improve the quality of cooking at your home.
- Run out of gas on purpose to find out exactly how far your car goes on a gallon of gas.
- Receive a one way plane ticket from your office staff because they *want* you to take a two week vacation into Central America.
- Spend fifteen minutes on the telephone giving up friend directions on how to drive to your house when the friend is only three minutes away and in walking distance!

## THE BEFORE AND AFTER PERSPECTIVE

	Strengths We Affirm	Limitations We Observe
<b>D</b>	Decisive Independent Efficient Competitive Determined Courageous	Impatient Self-sufficient Never Slows Down Attacks First Stubborn Reckless
<b>I</b>	Enthusiastic Talkative Optimistic Outgoing Personalble Persuasive	Excitable Talks Too Much Unrealistic Disorganized Undisciplined Manipulative
<b>S</b>	Steadfast Stable Systematic Dependable Agreeable Listening	Resistant to Change Over Accommodating Slower Paced Unwillingness to Take Charge Indecisive Non-Communicative
<b>C</b>	Analytical Serious Conscientious Intuitive Orderly Industrious	Critical Unsociable Worries Too Much Overly Sensitive Perfectionist Fears Criticism

PeopleSmart Solutions offers this chart as a gift for your consideration and relationship empowerment. DISC Personal Behavioral Style profiles and more information are available at <http://PeopleSmartWorld.com>