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Ideally, each person in your organization involved with business development should have their own Behavior Profile instruments and Presentation Aid Layout (PAL) frames. Being familiar with behavior/decision styles makes it easier to analyze each client situation. The PAL frames are indispensable tools of the presentation design method. Contact us for current pricing.

_____ DiSC® Preview (C-203)

_____ DiSC Classic Personal Profile System 2800 (paper version) (C-888)

This instrument represents a more extensive introduction to behavior and decision styles than the DiSC Preview version. DiSC Classic provides more explanations and suggestions. An on-line web-based version is also available.

_____ sets of 10 each DiSC Sales Action Planner (C-172)

_____ DiSC Classic Facilitators Kit (B-888) for those who want to have detailed background material to teach the concepts to their staff.

(Five copies each of the DiSC Preview and the DiSC Sales Action Planner are included with the package of videos.)

_____ PAL frames (5 PAL frames are included in the package of videos)

_____ Additional sets of the videos on DVD

This material is available from:

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