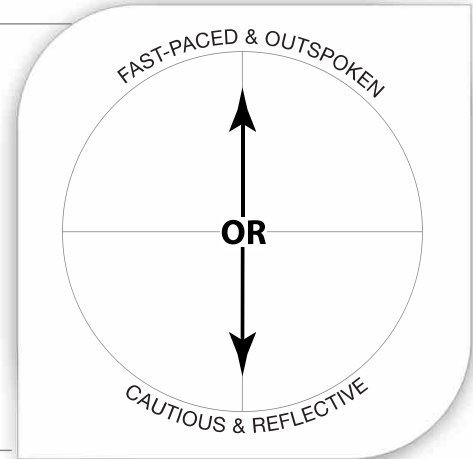


Step One

First, think about a key customer. Consider whether this person tends to be more:

Fast-paced & Outspoken
OR
Cautious & Reflective

(Circle a group of words on the top or bottom.)

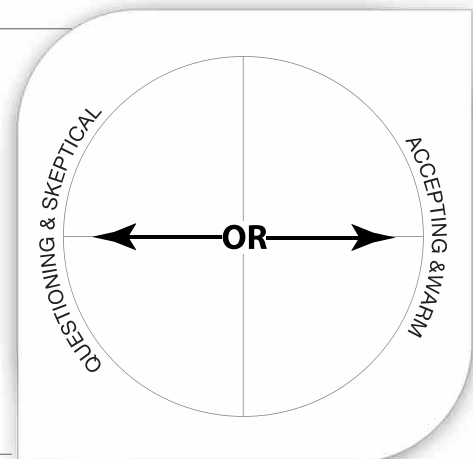


Step Two

Second, consider whether this customer also tends to be more:

Questioning & Skeptical
OR
Accepting & Warm

(Circle a group of words on the left or right.)



Step Three

Now, combine your customer's tendencies to determine his or her DiSC® style.

(Circle the customer's DiSC style.)

