

# Understanding DISC (people)

- ❖ Understanding Internal and external Customers
- ❖ There are no 'Good' or 'Bad' styles
- ❖ There is no 'Best' style
- ❖ All styles have strengths and limitations
- ❖ People are a blend of all four styles
- ❖ Most people have a preferred style closely followed by a second style



# Dominant Fitness Employees

## Primary Motive



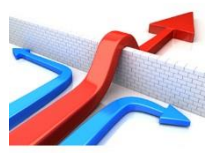
## Fears



## Characteristics



## Needs



## Limitations



# Influential Fitness Employees

## Primary Motive



## Fears



## Characteristics



## Needs



## Limitations



# Steady Fitness Employees

## Primary Motive



## Fears



## Characteristics



## Needs



## Limitations



# Conscientious Fitness Employees

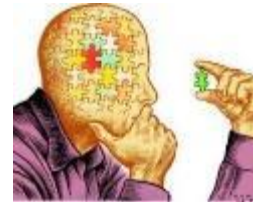
Primary Motive



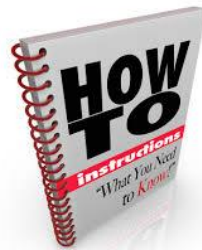
Fears



Characteristics



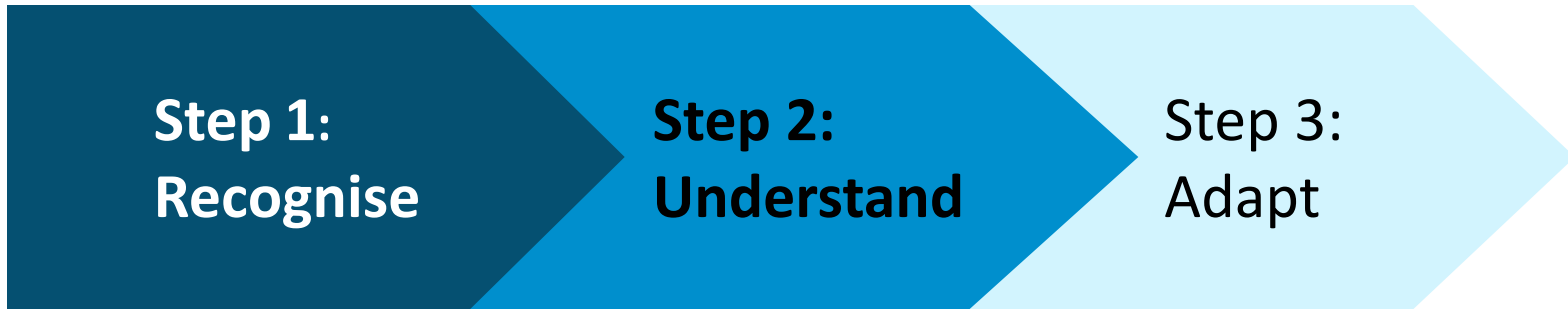
Needs



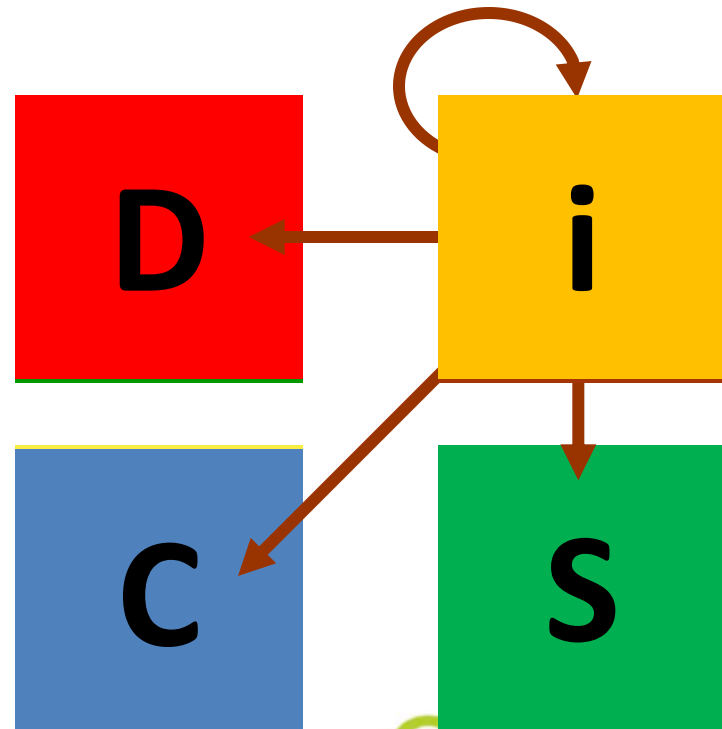
Limitations



# Working with DISC



*Develop productive interactions by adapting as needed.*



YOUR BELIEFS  
DON'T MAKE YOU  
A BETTER PERSON.  
YOUR BEHAVIOR DOES.