

DiSCover Communication

The Power to Transform - Individuals, Teams, Organizations

When your staff discovers their full potential, your organization reaches greater success!

Behavioral research suggests that the most effective people are those who understand themselves. Knowing their strengths and limitations, they can develop strategies to meet the demands of their environment. An individual's ability to interact effectively in any given situation can determine the difference between their success and failure in the workplace.

Research shows that employee involvement leads to increased customer interaction and retention!

Improved communication results in reduced conflict, decreased employee turnover, and improved productivity as employees feel more valued and better heard.

Research shows that employee involvement leads to increased customer interaction and retention, improving your company's bottom line as your salespeople tend to sell more while their customers tend to buy more!

Bring out the Best ...

...in your management, sales and service staff with training that focuses on individual behavior to better meet organizational goals:

- ✓ Identify individual behavioral styles
- ✓ Gain insight into buying and selling styles
- ✓ Enhance your management and supervisory skills
- ✓ Distinguish between negative and positive motivators
- ✓ Understand the full implications of non-verbal language
- ✓ Eliminate conflict through increased appreciation of work styles
- ✓ Increase productivity and employee retention through heightened connection

Benefits to the Organization

Graduates of DiSCover Communication report major improvement in:

- ✓ Increased overall sales performance
- ✓ Heightened customer connection
- ✓ Improved customer management techniques
- ✓ Focused ability to manage and coach others
- ✓ Less conflict within teams and departments
- ✓ Ability to positively influence and motivate others



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Our DiSCover programs are designed to create new and effective behaviors that increase individual performance and productivity.