



## PERSONALIZED. SPECIALIZED. IN-DEPTH.

Everything DiSC® profiles use the third-generation of the DiSC® assessment—a research-validated learning model—to create a highly personalized learner experience.

Each profile is topic-specific, with in-depth information, including tips, strategies, and action plans to help learners become more effective. All Everything DiSC profiles include access to unlimited free follow-up reports.

## THE PROFILES

### **Everything DiSC Work of Leaders®**

The *Work of Leaders* made simple: Vision, Alignment, and Execution. Based on best practices, *Work of Leaders* connects to real-world demands, generating powerful conversations that provide a clear path for action.

### **Everything DiSC 363® for Leaders**

Combines the best of 360s with the simplicity and power of DiSC®, plus three personalized strategies for improving leadership effectiveness. For anyone who wants to use 360° feedback as part of their leadership development, whether an emerging leader or an experienced executive.

### **Everything DiSC Workplace®**

Can be used with everyone in an organization, regardless of title or role, to build more effective relationships, and improve the quality of the workplace.

### **Everything DiSC Management**

Teaches managers how to bring out the best in each employee. They learn how to read employee styles and adapt their own styles to manage more effectively.

### **Everything DiSC Sales**

Helps salespeople connect better with their customers by understanding their DiSC sales style, understanding their customers' buying styles, and adapting their sales style to meet their customers' buying styles.

## EXCLUSIVE FOLLOW-UP REPORTS

### Everything DiSC Comparison Report:

Follow-up reports that can be created for any two participants to illustrate their similarities and differences. Unlimited access available at no additional charge with all Everything DiSC profiles.

### Everything DiSC Supplement for Facilitators:

Provides more detailed data about an Everything DiSC assessment and helps facilitate a richer discussion about a respondent's DiSC style, including unexpected items. Unlimited access available with all Everything DiSC profiles, excluding *Everything DiSC 363 for Leaders*.

### Everything DiSC Facilitator Report:

Provides a composite of your group's DiSC® styles and information on how DiSC styles can impact your organization's culture. Includes the names and styles of each participant. Sold separately.

### Everything DiSC Group Culture Report:

Helps you determine the group's DiSC culture, explore its advantages and disadvantages, discuss its effect on group members, and examine its influence on decision making and risk taking. Sold separately.

### Everything DiSC 363® Coaching Supplement:

Additional information for coaches to use when preparing to provide leaders with their *Everything DiSC 363 for Leaders* feedback. Exclusively for the *Everything DiSC 363 for Leaders Profile*; available at no additional charge.

### Everything DiSC Customer Interaction Map:

Personalized follow-up interaction maps to help salespeople navigate from their sales styles to their real-life customers' buying styles. Exclusively for the *Everything DiSC Sales Profile*; unlimited access available at no additional charge.



Darke & Associates LLC  
www.darkeassociates.com  
612.866.0692  
612.743.7998