

Save Curriculum Development Time Using *Everything DiSC® Sales*

Many Inscape distributors have limited time to create training solutions. Frequently, distributors are faced with a dilemma. Should they spend more time creating solutions for their clients or learning about their client's organization? For Inscape distributor Peter Thiss, the perfect solution to that dilemma arrived in the form of *Everything DiSC® Sales*.

"I didn't have to invest lots of prep time, even for a 50-person training session," Thiss said of *Everything DiSC Sales*. "And I could use the extra time to connect with the client."

Thiss had a half day to teach a group of salespeople about the importance of adapting their behaviors to meet their customers' needs. He said that the structure and pace of *Everything DiSC Sales* helped him to keep the session on track. Thiss added that the video helped participants see key points quickly.

In addition to saving time and alleviating stress, *Everything DiSC Sales* was an ideal fit for the organization, Thiss says.

"It appealed to all types of salespeople," Thiss said. "When we went over the session feedback, over three-quarters of the participants ranked the program as great to excellent, the highest levels."

Thiss says that the appeal of *Everything DiSC Sales* is its user-friendly structure combined with the powerful insights that it provides. The value of the program lies in the effective tools that participants walk away with.

"One salesperson said, 'I'm going to use this information immediately with a tough customer who I just couldn't talk to before,'" Thiss says. "So clearly the program went over well."

"To use something I had never used before and get such smashing results is just phenomenal," Thiss says.

Thiss added that he looks forward to using *Everything DiSC Sales* again because it was easy to facilitate, and he received a great response from participants.