



DISC

is the universal language of HOW
a person does what they do.

What is DISC?

DISC is the universal language of how a person does what they do. DISC is an observable language. Consisting of four unique factors, **Dominance, Influence, Steadiness and Compliance**, DISC measures behaviors of an individual.



D stands for DOMINANCE

- Faster-paced, task-oriented
- Direct communicator
- Impatient when overextended
- “Stick to the facts”



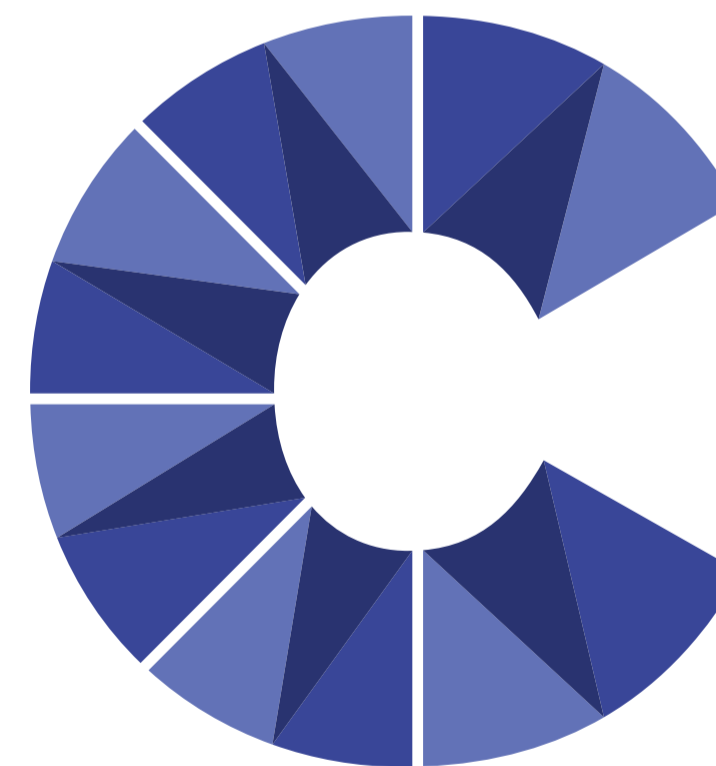
I stands for INFLUENCE

- Faster-paced, people-oriented
- Indirect communicator
- Disorganized when overextended
- “Talks with their hands”



S stands for STEADINESS

- Slower-paced, people-oriented
- Indirect communicator
- Possessive when overextended
- “Poker face”



C stands for COMPLIANCE

- Slower-paced, task-oriented
- Direct communicator
- Critical when overextended
- “Very detail-oriented”

A person’s DISC profile consists of a combination of all four factors, usually with one factor being more prominent than the others, making that their primary style.

Types of Reports

PERSONAL REPORTS

TTI Success Insights Behaviors examines the behaviors individuals bring to the job and the universal language of “how we act,” or our observable human behavior. These reports consist of one science: behaviors.

- **Management-Staff**

General use.

- **Sales**

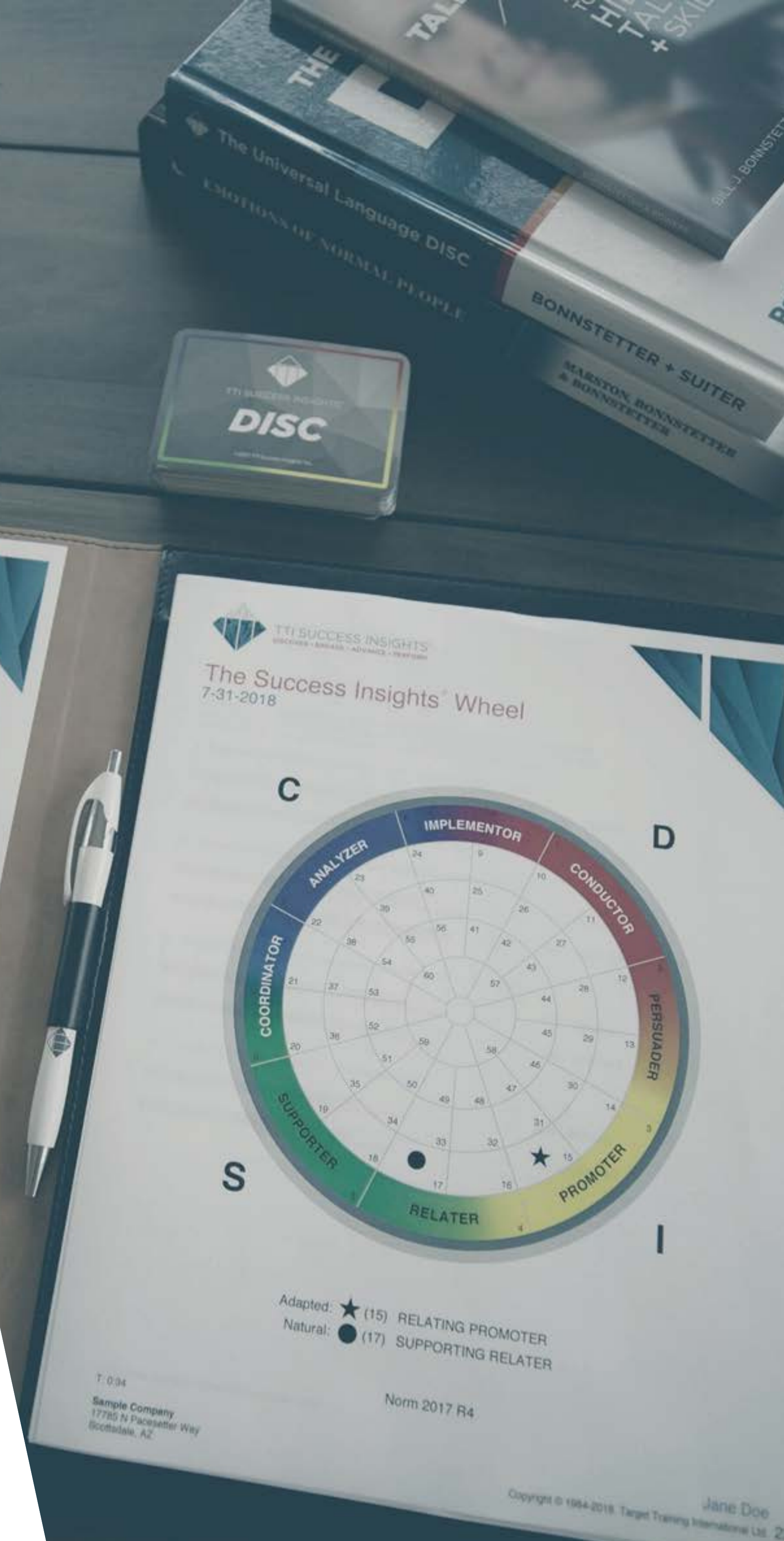
Use within the sales workforce.

- **Executive**

Use with individuals in leadership positions.

TEAM REPORTS

TTI Success Insights’ enhanced behavioral team report is a compilation of individual behavioral scores that define the culture, gaps and opportunities that can predict organizational success.



Applications

Performance Improvement

DISC can identify behavioral tendencies that can be used to gauge a person's productivity at work.

Hiring

TTI Success Insights DISC assessments, when used in conjunction other sciences, help predict job performance and are EEOC and OFCCP compliant for use in the hiring process.

Coaching and Advancement

DISC is a cornerstone tool used by management consultants worldwide to help businesses thrive.

Personal Development

DISC uncovers key insights to help a person better understand themselves and areas in which they can seek to improve.

Strategic Planning

DISC is a tool used by companies for helping employees to advance within a company or during restructures to put the right people in the right jobs.



Core Report Features

- General Characteristics
- Value to the Organization
- Communication Tips
- Ideal Environment
- Perceptions
- Descriptors
- Natural & Adapted Style
- Keys to Motivating
- Keys to Managing
- Areas for Improvement
- Action Plan
- Behavioral Hierarchy
- Style Insights® Graphs
- Success Insights® Wheel

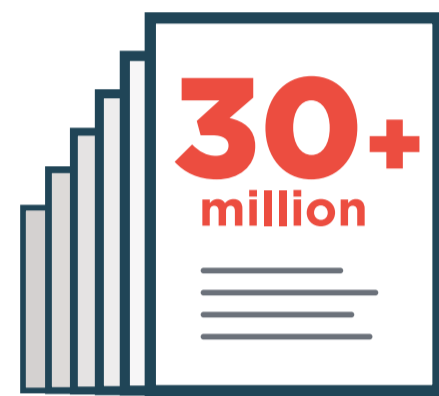
Wish you could find a better job, improve your relationships or take your life to an entirely new level?

This detailed-report provides unique and valuable insight for an individual improving their chances for success in careers, relationships and in life by identifying behavioral patterns. These reports provide the information needed for taking life-changing action, regardless of which areas a person is looking to improve.

Statistics

TTI Success Insights began distributing DISC assessments in 1984. **Here are some interesting facts:**

TTI Success Insights...



Has administered over **30 million DISC assessments** worldwide since 1984.



Distributes DISC reports in **115 countries** and **48 languages**.

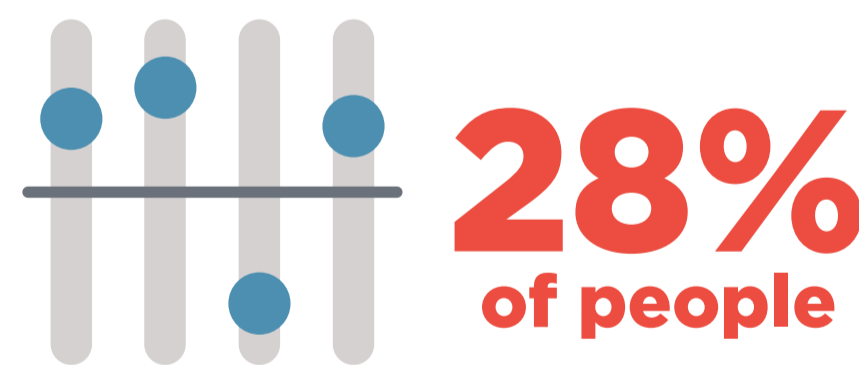


Has associates doing business in **65 different countries**.

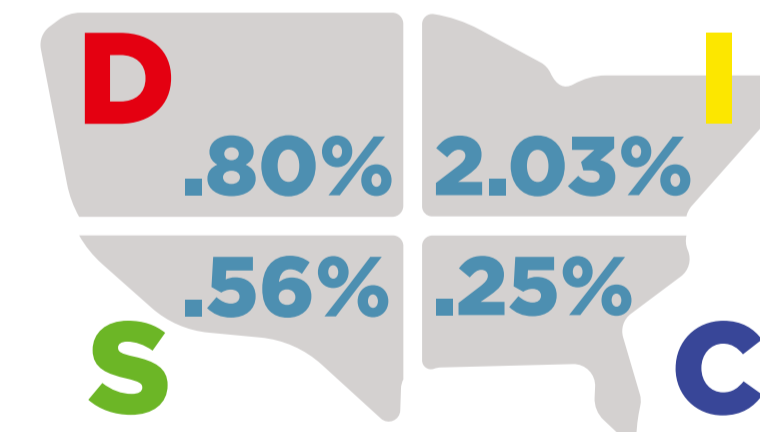
About DISC...



It takes about **8-12 minutes** to complete a DISC assessment.



Only **28%** of people have 3 factors of DISC that appear above the population mean.



While most people have a primary style, the occurrence of people having a **truly pure style** of one single DISC factor is extremely low. **D = .80%** **I = 2.03%** **S = .56%** **C = .25%** of the general population.

About TTI Success Insights



TTI Success Insights is a Scottsdale, Arizona based company that has been on the cutting edge of the assessment solutions industry since its inception in 1984. Founded by Bill J. Bonnstetter and his son David Bonnstetter, TTI Success Insights creates assessments that help uncover human potential for the individual, teams, management, executives and entrepreneurs.

Proud winner of the 2015 Warren Bennis Award for Excellence in Leadership and the 2016 Award of Recognition for creating a best in class workplace culture and developing great leaders, TTI Success Insights continues to be both an industry thought leader and continuous innovator in the world of assessment solutions. Azcentral.com named TTI Success Insights one of its Top Companies to Work for in Arizona.

Peak Performance Partners are licensed affiliates. Their facilitators complete a in-depth training to hold TTI Success Insights/DISC workshops.

Want to learn more? Call **833-726-9675** or email **info@3-peak.com**

