



## Examples of the Four Main DISC Styles

### Four people in an elevator and as the doors close one last person wants to hop in:

- D Style: Thinking, *"Make up your mind, get in or stay out, but let's go, close the doors"*.
- I Style: Holds the door open and says, *"Come on in, there's more than enough room"*.
- S Style: Quietly moves to the back giving his space to accommodate the new person.
- C Style: Calculates the weight limit of the elevator and the number of people to see if they will exceed it.

### Swimming lessons are due to start at 9:00am:

- D Style: Gets there 15 minutes early, dives in, dog paddles to the other end and says, *"I can do this on my own"*.
- I Style: Is running late as stops by the swimwear shop to get the latest and best gear.
- S Style: Arrives loaded down with books and DVDs on how to swim and survive.
- C Style: Can be seen kneeling down by the pool testing the ph level of the water.

### Why you and your spouse drive each other crazy with a simple question of, "where should we go to dinner?"

#### Spouse answers:

- D Style: Place on the corner.
- I Style: Let's go to the corner place, I just love it!
- S Style: I don't know, where would you like to go, the corner maybe?
- C Style: I just read a review of the corner place and they have some great specials tonight.

### Buying Girl Scout Cookies:

- D Style: I like thin mints, I'll take five boxes.
- I Style: Oh what new cookies do you have? I'll take one of each. Let me call some of my friends and neighbours for you. (Generally buys the most of anyone on the list.)
- S Style; Well it looks like most people are buying three boxes. I'll also take three boxes of the most popular cookies.
- C Style: Yes, but can you tell me how many cookies in each box? What are you going to do with the money? How fresh are the cookies and where are they shipped from?