

Disc Guest Event

Thanks to NSD Connie Kitson!

Have guests complete questionnaire and add up the columns. Then have guests write below the total columns the letter D for the first column, letter I for the second column, letter S for the third column, and the letter C for the fourth column.

Ask who had the highest score in the first column. Who had the second highest score in this column?

Go over the sheet on attributes of Dominance "D" personality.

Ask who had highest score in second column. Who had second highest score in this column?

Go over the sheet on attributes of Influential "I" personality.

Ask who had the highest score in the third column. Who had the second highest score in this column?

Go over the sheet on attributes of Steadfast "S" personality.

Ask who had the highest score in the fourth column. Who had the second highest score in this column?

Go over the sheet on attributes of Conscientiousness "C" personality.

Share a couple scenarios from the "Fun DISC Situations Sheet. This gets them to laughing and enjoying their newfound knowledge.

Share facts about the company from the "Mary Kay Marketing Plan". Share how Mary Kay is a people business and how with the strength of their personality they could do Mary Kay.

Allow them to ask questions and give a raffle ticket for each question for a drawing.

We'd love to know what your interest level is in our company. I have a numbering system and it goes from 1 – 10.

1 means that I'm a very happy customer and that I want to continue paying full price!

10 means that you're ready to give it a whirl and see where you go. You just can't stand it any more . . . you've just GOT to give it a try!

There is NO "5" because it means your sitting on the fence and that hurts!

So, what I'd like you to do is just lean over to your consultant and tell her what number you are right now !

I'm curious; do we have any 10's? Raise you hand if you are a 10!

(pause) (applause)

Let's see a show of hands if you were a 6-9. (pause) (applause)

Did you know that most consultants who sign are 6-9's,... rarely 10's. Many times we are a 6-9 because we a little nervous or scared about doing something new, especially if we've never done anything like this before. That's a normal feeling.

If you are a 6-10 and want to do it in spite of the fear. . . you're going to make it happen anyway, we want to meet you.

Fun DISC Situations

Getting on an elevator on a busy morning:

The "D" walks up, gets on the elevator, pushes the button, and closes the door.

The "I" lets others in, says "always room for one more," and "come in, you're going to be late: we will wait for you."

The "S" will wait in line, but if it's late, the "S" will take the stairs.

The "C" will get on the elevator, but if it's crowded, the "C" will count the number of people and if the number is over the limit, will make someone get off.

Ask for something on their desk:

The "D" has a messy desk. They say, "There it is – you look for it."

The "I" says "I'm busy right now. Give me a few minutes and I'll get back to you." They don't know where it is, but they'll never admit it.

The "S" says, "It's the third thing down in that pile." The desk may be messy, but they know where everything is.

The "C" has everything filed in alphabetical sequence or by color code.

Seeing a Movie:

The "D" comes in late and makes everyone stand as they take a middle seat.

The "I" comes in groups. They are the ones who applaud and talk during a film.

The "S" gets there 15 minutes early. They have already seen the film before.

The "C" wants it quiet! They sometimes have been known to sneak in their own popcorn.

DISC Interview

For Director or Consultant Only

- D -**
 1. Short interview – let them talk
 2. Career Path – being own boss
 3. Show applause Magazine – for checks
 4. Give Career Path Brochure & tape
- I -**
 1. Long interview- let them talk
 2. Stress impacting others, recognition
 3. Show pictures of Seminar – friendships
 4. Give Star Consultant Prize Brochure & tape
- S -**
 1. 2 – part interview- invite them to meeting or event
 2. Share facts on company – talk about training- answer questions
 3. Show Weekly Plan Sheet – guarantee family time – show pictures of your family
 4. Give "Consider the Possibilities" video & written literature
- C -**
 1. 2 – part interview – invite to a meeting or event
 2. Share facts – build credibility
 3. Show Career Essentials & talk about training
 4. Give lots of written literature

DISC QUESTIONNAIRE

Persuasive	Inspiring	Steady	Humble
Original	Charming	Flowing	Conservative
Attractive	Sociable	Gentle	Detail Oriented
Bold	Talkative	Sweet	Attentive
Will-Power	Persuasive	Loyal	Accurate
Precise	Introspective	Obliging	Sensitive
Competitive	Cheerful	Even-Tempered	Systematic
Unconquerable	Fun-Loving	Considerate	Explanatory
Brave	Jovial	Playful	Precise
Adventurous	Playful	Patient	Fussy
Decisive	Cordial	Soft-Spoken	Timid
Polished	Enthusiastic	Family-Oriented	Controlled
Daring	Convincing	Moderate	Diplomatic
Aggressive	Willing	Controlled	Resigned
Determined	Animated	Satisfied	Well-Disciplined
High-Spirited	Admirable	Kind	Cautious
Energetic	Popular	Generous	Devout
Persistent	Companionable	Tolerant	Agreeable
Daring	Good-Mixer	Agreeable	Respectful
Aggressive	Trusting	Good-Natured	Adaptable
Force of Nature	Light-Hearted	Easy-Going	Peaceful
Optimistic	Accommodating	Respectful	Obliging
Positive	Emotional	Adaptable	Introspective
Outspoken	Can't say no	Nonchalant	Compliant
Restless	'Eggs in many Baskets'	Trusting	Needs-Facts
Impatient	Optimistic	Lenient	See-Figures
Result-Oriented	Enjoy-Company	Accurate	Put in Writing
Fast-Moving	Good Human Relations	Neighborly	Scrutinizing

Total:

Total:

Total:

Total:

Directions: In each row, select the word that best describes you most of the time. Circle one word in each horizontal row. The first choice is the best one.