

DiSC Personal Profile Order Form

Ordering & Processing:

Ordering DiSC Reports is easy. Complete the information below and return to LEE Training, LLC. When your order is received, the access/instruction information for the *online DiSC Profile response form* will be sent via email to the names you have listed in the section below. The profile should take participants about 10-15 minutes or less, to complete. LEE Training will be automatically notified when each response form has been completed. It's that simple. When ordering reports you have two options for receiving the completed DiSC Profile.

Option 1

To allow the person completing the online response form to view the DiSC Profile immediately upon completion (check YES):

- This option will give the participant the ability to view their DiSC Profile Report immediately upon completion, print it, save it to their computer, or email the results to you, a manager, etc.

Option 2

Not to allow the person completing the online response form to view the DiSC Profile Report until you or others review it (check NO):

- If you select Option 2, LEE Training will be notified when the report is completed, and will then email a copy of the Profile Report according to your instructions, for example to you, the Branch Office Manager, Regional Manager, etc. *Please provide this email information in the contact section below. (This option is most often used with new hires or potential candidates. It is also used by Branch Office Managers prior to coaching Advisors. The Manager would review the Report before giving it to the Advisor prior to the Coaching Session.)

Please fill in below the names of the people that will be completing the online response form, their correct email address (this is mandatory since it is the way they will access the online response form) and the reports to be run on each. (See page 2 of this form for description and abbreviations of the reports.) **Please mark the View Column for each person listed, as this defines how LEE Training instructs the person being requested to complete the online response form.**

Name	Email Address	Reports (GC/HM/AS)	View
1.			<input type="checkbox"/> Yes <input type="checkbox"/> No
2.			<input type="checkbox"/> Yes <input type="checkbox"/> No
3.			<input type="checkbox"/> Yes <input type="checkbox"/> No
4.			<input type="checkbox"/> Yes <input type="checkbox"/> No
5.			<input type="checkbox"/> Yes <input type="checkbox"/> No
6.			<input type="checkbox"/> Yes <input type="checkbox"/> No
7.			<input type="checkbox"/> Yes <input type="checkbox"/> No
8.			<input type="checkbox"/> Yes <input type="checkbox"/> No
9.			<input type="checkbox"/> Yes <input type="checkbox"/> No
10.			<input type="checkbox"/> Yes <input type="checkbox"/> No

Contact Name:

Phone:

Position:

Toll free:

Company:

FAX:

Address:

*Email:

Fax this completed two-page order form to 405.356.4177. By E-Mail to disc@leetraining.com.

If you have any questions, please feel free to contact LEE Training, LLC at 405.356.2288 or email glee@leetraining.com



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info@leetraining.com ~ (405) 356.2288

DiSC Personal Profile System© Behavioral Reports Price Summary & Selection

___ General Characteristics - \$45.00 each (GC) Section Subtotal \$___

This is the foundational report applicable to anyone. It is a prerequisite for other reports. It includes...

- | | |
|--------------------------|--|
| --- Four Color Graph | --- Preferred Environment |
| --- Behavioral Overview | --- Tends to Avoid |
| --- Behavioral Strengths | --- Behavior in Conflict Situations |
| --- Motivating Factors | --- Strategies for Increased Effectiveness |
| --- Demotivating Factors | |

___ Your Management Style - \$20.00 each (YMS) Section Subtotal \$___

This report is for individuals in a management capacity, for example, branch manager, assistant manager, compliance, department head. It includes...

- | | |
|-----------------------|-----------------------|
| --- Communicating | --- Decision-making |
| --- Delegating | --- Managing Time |
| --- Directing People | --- Problem Solving |
| --- Developing People | --- Motivating Others |

___ Your Natural Approach to Selling - \$20.00 each (AS) Section Subtotal \$___

This report is for individuals who are directly or indirectly involved in prospecting, selling, and/or marketing, for example, producing managers, brokers, and marketing/sales assistants. It includes...

- | | |
|----------------------|----------------------------|
| --- Planning | --- Responding to Concerns |
| --- Opening the Call | --- Gaining Commitment |
| --- Interviewing | --- Servicing |
| --- Presenting | |

___ How to Manage "John Doe" (in a sales role) - \$20.00 each (HM) Section Subtotal \$___

This report is a resource tool for managing, coaching, or mentoring sales staff members, such as brokers and marketing/sales assistants. It includes...

- | | |
|-------------------------|---------------------|
| --- Developing | --- Communicating |
| --- Motivating | --- Problem Solving |
| --- Giving Recognition | --- Delegating |
| --- Coaching/Counseling | --- Decision-making |

___ How to Manage "John Doe" (in a non-sales role) - \$20.00 each (HM-NS) Section Subtotal

This report is a resource tool for managing or supervising non-sales staff members, such as sales assistants and administrative staff. It includes...

- | | |
|---------------------|---------------------|
| --- Developing | --- Delegating |
| --- Motivating | --- Correcting |
| --- Complimenting | --- Decision-making |
| --- Counseling | --- Communication |
| --- Problem Solving | |

All prices are in \$US dollars.

Overall Report Total \$___

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