

*The*  
MAXWELL  
**DISC**  
METHOD  
PERSONALITY  
INDICATORS

# Dr. Thomas Miller

- My Maxwell DISC Indicator is  
Chancellor: CID
- Human Behavior Consultant.
- #1 Goal: Live like a tourist.
- Motto: Adapt, Adjust and Overcome.
- Tom@LBLeaders.com



*The* JOHN MAXWELL **Team**



*The* MAXWELL **DISC** METHOD

*The* JOHN MAXWELL **Team**

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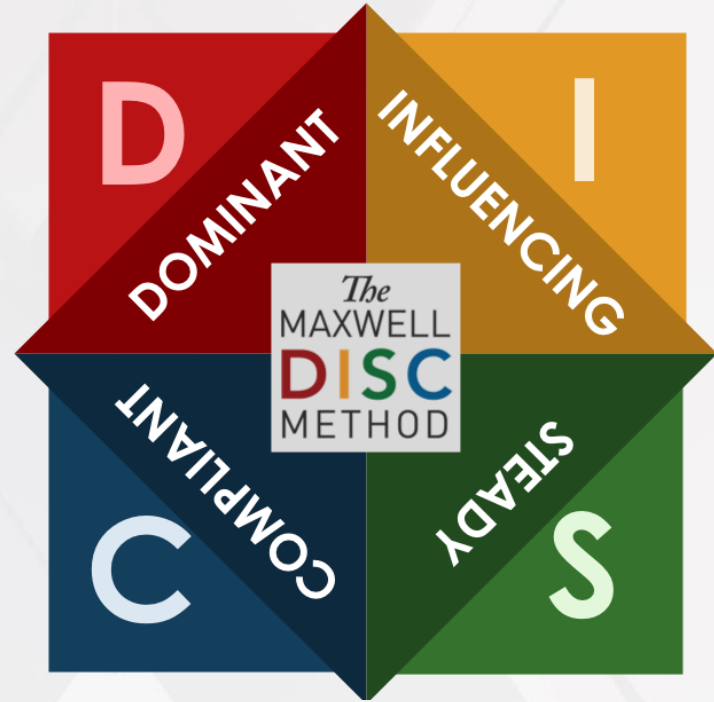
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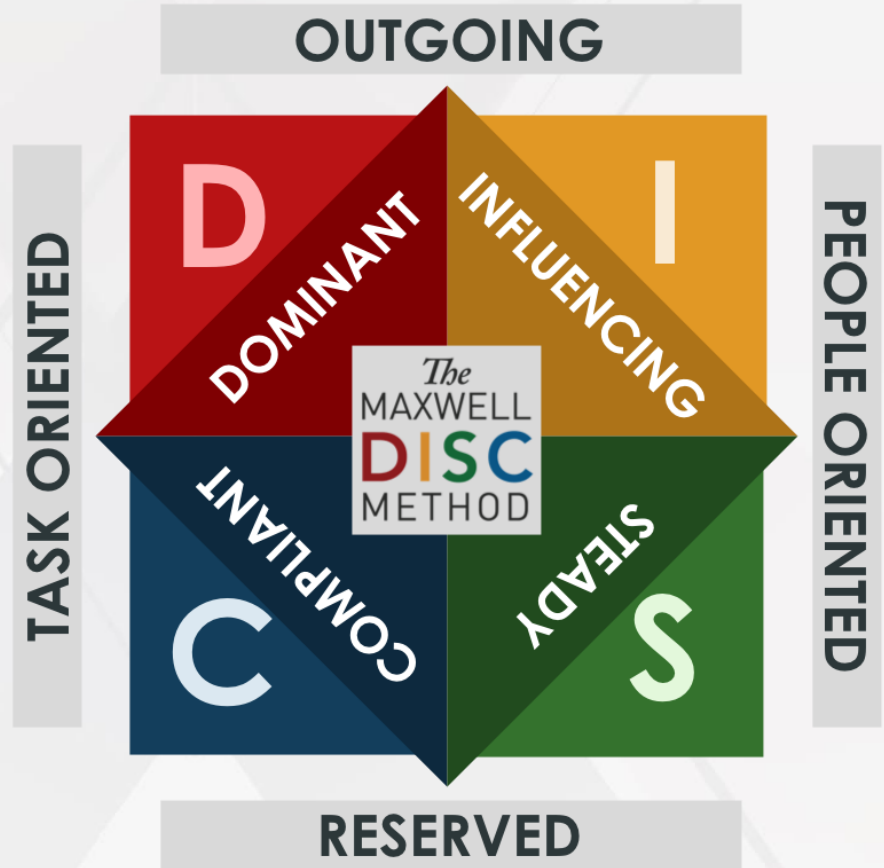




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today

# TODAY YOU WILL...

- ◆ Learn about yourself and others.
- ◆ Discuss the strengths of each personality style.
- ◆ Discover how to communicate to each style.



# WHAT SHAPES OUR PERSONALITY









3%

# Dominant







3%

Direct



3%

**Decisive**



3%

# Demanding

3%

**Determined**





3%

Doer







11%

# Influencing





11%

Inspiring



11%

# Impressionable



11%

Impressive





11%

Involved



11%

# Interactive





69%

Steady





69%

Supportive



69%

Stable



69%

Sweet





69%

# Status Quo



69%

Shy







17%

# Compliant







17%

# Competent



17%

Cautious



17%

# Conscientious





17%

# Contemplative



17%

Careful





3%

**Defiant**



11%

Illogical





69%

Sucker





17%

Cold



**D**  
**I**  
**C**  
**S**





## **D** Seeks results. Active. Multi-tasker.

- I like to win.
- I like to plan for future.
- I like new ideas.
- I like results.
- I like to be my own boss.
- I like to move fast.
- I like a challenge.

Greatest Fear: Being taken advantage of



## Seeks friendly environment. Always active.

- I like to be liked.
- I like to express my ideas and feelings.
- I like being in front of a group.
- I like surprises.
- I like lots of fun activities.
- I like recognition.

Greatest Fear: Rejection / Loss of Approval



**S** Seeks a team environment.  
Very loyal.

- I like to be accepted.
- I like teamwork and cooperation.
- I like sticking with what works.
- I like harmony.
- I like things to stay the same.
- I like peace.

Greatest Fear: Loss of Security / Confrontation





**C** Seeks an environment that honors logic and facts.

- I like to be right.
- I like to know what is expected of me.
- I like an established pattern.
- I like clear instructions.
- I like finishing what I start.
- I like organizing things.

Greatest Fear: Criticism



# Communicating with a D

- Be brief, direct, and to the point. Then leave.
- Ask “What” not “How” questions.
- Focus on results.
- Don’t ramble.
- Discuss a problem and its effect on outcomes.



# Communicating with an I

- Don't do all the talking.
- Don't ignore their ideas.
- Allow time for socializing.
- Follow up with the details in writing.
- Four short 10-minute discussions are better than one 40-minute discussion.



# Communicating with an S

- Create a friendly tone for the discussion.
- Show interest in them as a person.
- Don't be overly aggressive.
- Minimize the potential for confrontation.
- Give definition to the goal and everyone's role.
- Give them time to adjust to any changes.



# Communicating with a C

- Provide all the details.
- Use validated facts.
- Be precise in your explanation.
- Be very specific.
- Be patient, answer all their questions, and follow up to provide them with the additional data they request.



“Connecting increases  
your influence in every  
situation.”—John C. Maxwell



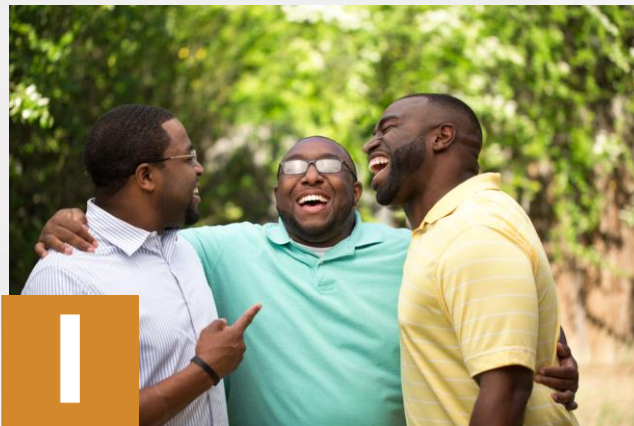




# Building Effective Relationships

Go to my store and use promocode DISC25

# YOUR STYLE







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