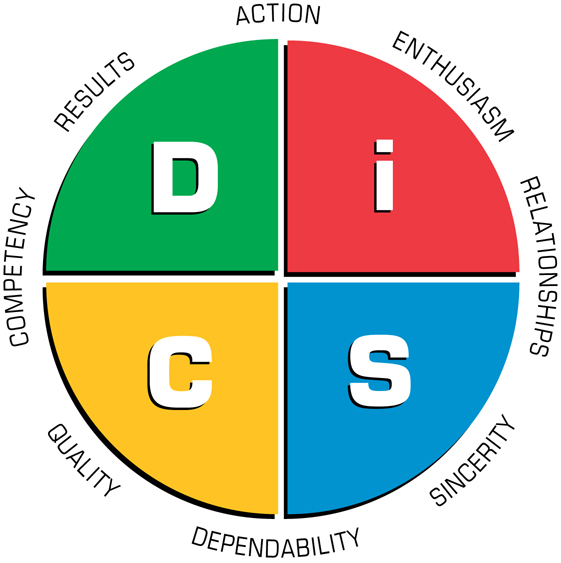


**- DISC Broken Down -**



* **D – Stands for Dominance**.
  + People with this style are results oriented, like to challenge the status quo and take action.
* **I – Stands for Influence**.
  + People with this style are enthusiastic.  They enjoy collaboration as well as taking action.
* **S – Stands for Steadiness**.
  + People with an S style tend to support those around them.  They thrive on collaboration as well as a stable environment.
* **C – Stands for Contentiousness**
  + (I know, it’s a tough one, eh?).  I had to practice saying that one several times before facilitating my first DiSC workshop!  Anyways, the C style strives for accuracy.  Although the like a challenge, they appreciate the need for stability.