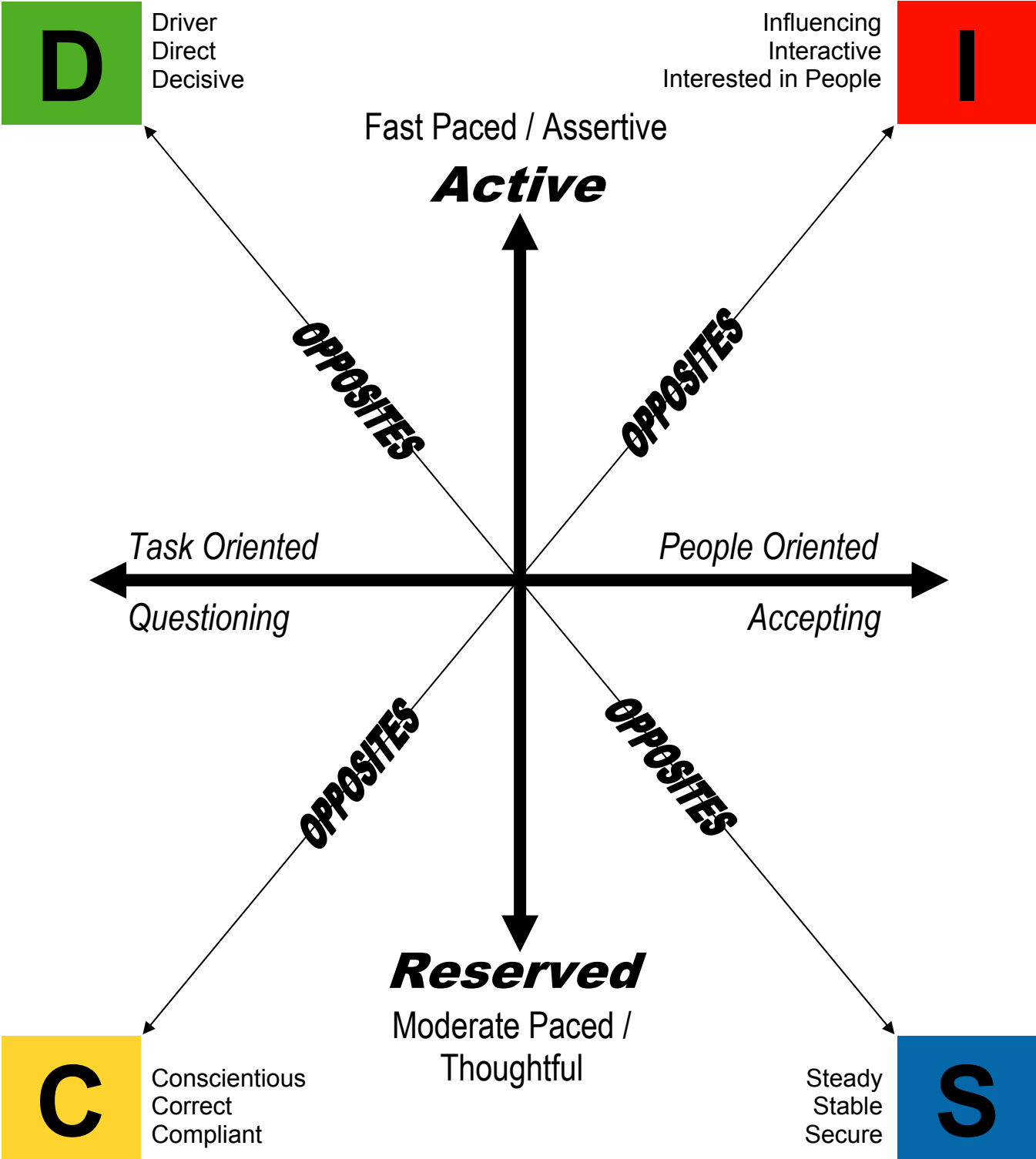


# DISC Model



Energize and Engage Your Workplace with Fusion™

<http://www.ECILearning.com>

Dave Meyer  
303-681-8982

<p style="text-align: center;"><b>Driver</b></p> <p><b><u>Characteristics:</u></b>  Outspoken  Persistent  Welcomes Challenges  Decisive  Self Starter</p> <p><b><u>Natural Emotion:</u></b>  Anger</p> <p><b><u>Communication Style:</u></b>  Direct and to the point  No fluff  No “warm and fuzzy”</p> <p><b><u>Biggest Fear:</u></b>  Being taken advantage of</p> <p><b><u>Theme Song:</u></b>  “I Did It My Way” - Sinatra</p>	<p style="text-align: center;"><b>Influencer</b></p> <p><b><u>Characteristics:</u></b>  Enthusiastic  Popular  Fun  Charming  Confident</p> <p><b><u>Natural Emotion:</u></b>  Optimism</p> <p><b><u>Communication Style:</u></b>  Inclusive  Personal  Upbeat</p> <p><b><u>Biggest Fear:</u></b>  Not being liked</p> <p><b><u>Theme Song:</u></b>  “Celebration” – Kool and the Gang</p>
<p style="text-align: center;"><b>Conscientious</b></p> <p><b><u>Characteristics:</u></b>  Analytical  Diplomatic  Patient  Organized  Precise / Controlled</p> <p><b><u>Natural Emotion:</u></b>  Fear</p> <p><b><u>Communication Style:</u></b>  Methodical  Bullet Points  Fact Based</p> <p><b><u>Biggest Fear:</u></b>  Being wrong</p> <p><b><u>Theme Song:</u></b>  “Anything You Can Do, I can Do Better” –  Song from Annie Get Your Gun (Musical)</p>	<p style="text-align: center;"><b>Steady</b></p> <p><b><u>Characteristics:</u></b>  Friendly  Team Player  Good Listener  Dependable  Realistic</p> <p><b><u>Natural Emotion:</u></b>  Non-emotional (hide their emotions)</p> <p><b><u>Communication Style:</u></b>  Friendly  Relaxed  Non-confrontational</p> <p><b><u>Biggest Fear:</u></b>  Change</p> <p><b><u>Theme Song:</u></b>  “I’ll Be There For You” – Theme from  Friends (TV Show)</p>

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