

How do I Adapt my approach while remaining authentic?

Different people. Different priorities. Greater impact.

Introducing DiSC. DiSC is a powerful, proven framework that helps you understand why people see the world differently and how to flex your approach - without losing who you are.

THE BIG IDEA



You don't need a different personality for every person. You need awareness and intentionality.

Adapt your approach, not your values.

THE FOUR DISC STYLES AT A GLANCE

D DOMINANCE	i INFLUENCE	S STEADINESS	C CONSCIENTIOUSNESS
Challenges & Results	People & Inspiration	Support & Stability	Accuracy & Quality
- Direct - Decisive - Outcome-focused - Values: control, results, efficiency - Asks: 'What result are we aiming for?'	- Enthusiastic - Optimistic - People-focused - Values: connection, enthusiasm, recognition - Asks: 'What's possible and who's involved?'	- Calm - Reliable - Supportive - Values: harmony, loyalty, teamwork - Asks: 'How will this impact others?'	- Analytical - Detail-focused - Principled - Values: accuracy, quality, standards - Asks: 'What are the facts and what's the plan?'

ADAPT YOUR APPROACH, NOT YOUR VALUES

WITH A	THEIR PRIORITY	THEY VALUE	THEY APPRECIATE	YOU CAN ADAPT BY
D	Results, challenge, control	Competence, speed, decisiveness	Confidence, clarity, straight talk	Be direct and concise. Focus on outcomes and options.
i	People, enthusiasm, possibilities	Connection, recognition, optimism	Energy, positivity, big picture	Be warm and engaging. Involve them in idea generation.
S	Stability, relationships, harmony	Respect, consistency, genuine care	Patience, listening, reassurance	Be calm and reassuring. Discuss the 'how' and give time to reflect.
C	Accuracy, quality, logic	Correctness, preparation, high standards	Facts, details, thoroughness	Be prepared and logical. Share the details and rationale.

3 WAYS TO ADAPT WHILE STAYING AUTHENTIC

- 1 STAY TRUE TO YOUR VALUES**
It's not about changing them. **Express** them in a way that others can receive.
- 2 FLEX YOUR STYLE, NOT YOURSELF**
It's about adjusting your **behaviour** to connect, communicate and influence.
- 3 BE INTENTIONAL**
When you understand the other person's priorities, you can **choose** the best way to show up. That's where impact happens.

*Different styles.
Stronger together.*



Want to learn to lead with greater influence, connection and impact?

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