



Client Services Learning Site: <https://www.corplearning.com/pk-client-services-team/>

Welcome to your fourth monthly coaching pulse! Today we will review DISC and its usefulness to the team:



Strategists Strengths:

D-1 I-1 S-8 C-7

- Thinking before acting
- Details
- Caution
- Insights

Advisors Strengths:

D-5 I-5 S-1 C-3

- Risk-taking
- Action
- People skills
- Delivering results

Group Discussion Question: How are we doing with managing the almost opposite styles of the strategists and advisor teams?

- What have we done well?
- What can we improve on?