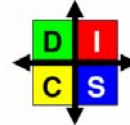


When is a *strength* a *weakness*?

We all possess inherent strengths that come as second nature to us. But without learning how to flex our behavior to adapt to the needs of others, those very strengths can become roadblocks on our way to effective business relationships!

Build Better Business Relationships Using the DISC Behavioral Assessment Online Access • User-friendly • 97% Accurate



- Easy to use: complete in 10 minutes or less
- Computerized scoring for greater accuracy
- Customized, confidential 29 page report
- Includes Personal Action Plan
- Meets APA & AERA standards for reliability and accuracy

What Can We Do For You?

DISC for Teams

Is your project at a standstill? Too many directors and not enough doers? Great meetings but no follow-through? Learn the keys to flexing and adaptability to minimize conflict, increase productivity and maximize your team's effectiveness!

The DISC Strategy for Sales

Does your sales technique work wonders on some, but seems to fall flat with others? Successful sales people know that the sale is made or lost in the first 30 seconds. Using the DISC Behavioral Assessment, learn to recognize other styles and *ramp up* – or *tone down!* - to meet the need and close the deal!

DISC-Powered Business Relationships

Have you ever wondered why it's so easy to work with some people – you think the same way, you take the same approach to work, you just *click*? And then there's everyone else ... Newsflash! We're not all the same! Discover ways to improve your communication and interactions with others by following the Platinum Rule®!



Business Relationship Consulting

The Vargas Group understands the importance of business relationships. This is where our unique approach differs from many others. In addition to typical business tools and techniques, we apply real-world approaches to building *effective business relationships*.

- Keynote addresses
- Training and Effectiveness Programs
- DISC Assessment
- Coaching and Consulting Services

The Vargas Group

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