



# SUCCESS INSIGHTS WORKSHOP

## DISCOVER Success

**Stop failing and start succeeding!**

Talent is a combination of many factors, one of which is behavior. Knowledge of behavior modes can serve as a guide in leveraging for success. Interacting effectively with a variety of people marks the difference between success and failure in both work and personal lives. Identifying motivating forces is important in understanding what makes a person effective, satisfied and personally successful. Originally created by Dr. William Marston at Columbia University, **DISC** is a behavioral model that helps people understand “how they do things” based on their behavior style tendencies.

Using the results from your on-line **DISC** assessment, **Adrienne Heard** will lead you through a debriefing session during which you will identify your unique behavior blend and **how** to maximize your strengths to achieve your goals.

**Leverage your DISC for success!**

**Wednesday, March 14<sup>th</sup>**  
**8:30 am – 12:30 pm**  
**The Entrepreneurs Center**  
**714 E. Monument Avenue**  
**Dayton, Ohio**

Registration fee (\$150) includes on-line assessment and workbooks.

Register online at [www.heardmgt.com](http://www.heardmgt.com) using MasterCard, VISA, American Express or DiscoverCard. Invoice Number: S03-14. Amount \$150. Or mail payment to: Heard Management, PO Box 26384, Trotwood, OH 45426.

On-line assessment instructions and password will be sent to you after paid registration has been received.

***Registration Deadline: Wednesday, March 7<sup>th</sup>***  
***Assessment Completion Deadline: Monday, March 12<sup>th</sup>***

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