



WEEK 2 - ACTIVITY 1

What is Your Personality Type?

Audio Transcript

The DISC Personality Assessment Tool is a tool that can help us better understand ourselves and the people around us, and adjust our words and behaviors when dealing with others.

Click on the video link to watch the video: Team Building with a Focus on the Four DISC Personality Types featuring Independent Future Executive Senior Sales Director Maisha Bankhead. You may have already seen this video because this is the same team building video that was featured in your 2014 Seminar Power Plan for Independent Beauty Consultants. If you've already seen it before, go ahead and watch it again, and be sure to take notes and look for information you may not have noticed the first time.

After watching the video, you'll probably already have a good idea of which personality type you possess. If you still don't know which personality type you have after watching the video, print out the DISC PDF Profile Sheet and answer the questions to help you find out.

Think about the person who invited you to start your Mary Kay business. What personality type does she have? And what about your Independent Sales Director?

Now that you know more about the Four DISC personality types and how to talk to each, keep this information in mind during booking and team building appointments. Be sure to apply what you've learned in this activity so that every person you book a skin care party and share the opportunity with will FEEL VALUED and be MORE OPEN to hearing what you have to say.