







EPIC News...

Everything DiSC® Work of Leaders™ is now available!

The Work of Leaders Made Simple: Vision, Alignment, and Execution. *Everything DiSC® Work of Leaders™* uses best practices to connect leaders with real-world demands, generating powerful conversations that provide a clear path for action.

Raise - Promotion - How to ask...

D- Dominance	 <p>The aggressive sales pitch involves walking right in, asking for increase and leaving only after raise is confirmed. Confident employee makes boss believe in him/her as well.</p>	i - influence	 <p>Focus on selling not begging. Although you would like to discuss why you need the money, the boss is only interested in your commitment and worth to the company.</p>
C - Conscientiousness	 <p>Data driven presentation of your value to the company is your best asset. Timing and realistic approach all work in your favor. You know how to prepare!</p>	S - Steadiness	 <p>The humble ones become quite anxious at the thought of approaching the boss - rehearse your request, convince yourself you're worth it and go for it! Your work ethic is valued!</p>

...Next Month... Planning the Perfect Date...

To place an order please call 440-899-9010 or email sgreenleaf@impact-dev.com.