



## Home Sweet Home

Some people say it's a 'Buyer's Market' out there. Looking for a new house can be an exciting yet exhausting experience. Qualities for finding the right house can go far beyond the front door.

### Product of the Month

**Everything DiSC® Management Facilitation Kit™** increases effectiveness using personalized learning to help managers:

- Develop their Management Styles
- Improve Communication
- Increase Employee Engagement

[ED Management Sample Leader's Guide](#)

[Sample Power Point](#)

[ED Management Program Overview](#)

Kit is 995.00 reports are \$75.00 each (25 credits).

## D – Dominance

One time through and the D's know it is the place for them. Right price, right terms - SOLD to the person who knows what they want!

## i – influence

An "i" will check out the neighborhood and knock on a few doors to say hello. Entertainment central is the layout they are looking for – a pool in the backyard is a bonus!

## C - Conscientious

"C's" have been researching interest rates and house prices for months. A street map and layout of each house in question helps depict the best house for them. Bank preapproval is a must.

## S - Steadiness

It is not a house they are looking for but a 'home'. Neighborhood, schools and location play important roles in finding the right place. Likely to buy in the same town they grew up in.

**...Next Month... Trick or Treat**

To place an order please call 440-899-9010 or email [sgreenleaf@impact-dev.com](mailto:sgreenleaf@impact-dev.com).

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