



THE BRODKIN TRAINING METHOD

Module 5 - Lesson 6

It's Game Time!

TheBrodkinTrainingMethod.com



The Brodkin Group



Understanding Personality & Communication Styles in Sales

- ☐ Take the DISC Profile assessment and read the reports

<https://www.tonyrobbins.com/ue/>

- ☐ Take the Full Colors Test (download)

- ☐ Alternatively, you can take the test for free online here:

<http://marcaccetta.com/personality-test/>

- ☐ Share your results with your team manager

- ☐ Practice/Role Play with your team members

