

1. Identify Potential Style Issues					2. Plan Your Strategy				
Your profile:	D	i	S	C	Goal:	Results	Recognition	Security	Accuracy
Client profile:	D	i	S	C	Fear:	No Control	Rejection	Change	Mistakes
Focus	<p>GOALS ← RELATIONSHIP</p> <p>D C i S</p>								
Info	<p>GENERAL ← SPECIFIC</p> <p>i D S C</p>								
Social	<p>OUTGOING ← RESERVED</p> <p>i D S C</p>								
Pace	<p>FAST ← SLOW</p> <p>D i C S</p>								
3. Use Appropriate Phrases					4. Follow-up				
Question	What	Who	How	Why	Action Items	Remaining Issues		Style Conflicts	
General Strategy	Potential	Appeal	Support	Record					
Specific Strategy									