



DISC-Based Communication & Leadership Training for High-Performing Sales Teams

Target Clients:

- Real estate teams
- Insurance agencies
- Direct sales companies
- Auto Dealership Sales Teams
- Companies with Employee Retention needs
- Network marketing organizations

Core Pain Points This Niche Faces:

- Miscommunication and interpersonal tension within teams
- High turnover or burnout due to unclear leadership or role fit
- Difficulty managing diverse personalities under performance pressure
- Lack of motivation or trust in leadership
- Inconsistent results across team members



Signature Offer: The Confident Communicator

DISC Personality Training for Sales Success

Includes:

- Team DISC personality assessments & custom reports
- Live or virtual training sessions (60-90 mins each)
- Team dynamics coaching (how to sell, lead, and communicate based on personality style)
- Leadership feedback session with key decision-makers
- Optional add-ons: Ongoing coaching, monthly strategy calls, or 1:1 leader coaching

Key Outcomes:

- Improved team communication and understanding
- Reduced internal conflict and personality clashes
- Enhanced leadership and team morale
- Higher retention through better team cohesion
- Increased sales performance from role alignment and motivation

“ I work with sales teams to improve communication, performance, and retention using the DISC method. My training helps each member understand their personality style, work more effectively with others, and lead from their natural strengths. It's not just a workshop—it's a team transformation.— Monica G. Hunt ”



Monica G. Hunt

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