



# The Savvy Communicator & Performer



## Have you ever wished you could...

- better **communi**ate with your **others**?
- figure out how to **close and sell much more quickly**?
- know what behaviors and motives to use to **better connect with clients, family and friends**?
- know how to **motivate and inspire** others or your team?
- **Increase your sales and your profit**?



## NOW you can!

Enroll in this one-day training program that does all the above and more! Become **The Savvy Communicator & Performer**

Learn how to **match your behaviors** with those of others!

Learn how to **identify what motivates and inspires** others so you can ...

- connect
- communicate
- interact
- motivate
- inspire others to work and prosper along with & through you!

**Better identify their true needs and help them satisfy & meet those needs!**



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*"The knowledge gained from Dr. Abelson's DISC and the DISC Certification program are the biggest TOOLS in my "shed" and I teach it every day to people I coach."*

-Raymond McCarthy, ICF Certified Coach

*"This is most likely my most valuable tool as a Team Leader, whether I am using it in recruiting, leading staff or leading agents. Additionally, the power of knowing a person's values and knowing how it affects a person's behavioral style is incredible. This class is powerful training for all Team Leaders, especially new ones."*

- Christie Wheeler, Keller Williams

*"The DISC Mastery class is like seeing a color TV after a lifetime of watching black & white TV. I leave dissatisfied with my past conclusions wishing I could have taken those black & whites and used DISC Mastery to make them technicolor."*

- Charles Gary McCants, Improving Enterprises, Inc.

## DR. MICHAEL ABELSON: EDUCATOR, SPEAKER, CONSULTANT

### Formal Education

- B.A. (psychology), M.A. (clinical psychology), M.B.A. Ph.D. (business)
- CPBA (Certified Professional Behavioral Analyst)
- CPVA (Certified Professional Values Analyst), CAIA (Certified Attributes Index Analyst)
- TriMetrix™ Certified
- CMBA (Certified Master Behavioral Analyst)

### Experience

- Texas A&M University Faculty from 1980 to 2011 teaching over 50,000 undergraduate, M.B.A., Ph.D. and executives (now Emeritus, retired)
- Over 900 executive education, national/regional meeting seminars and speeches
- Consulting, educating, and strategic planning with over 100 organizations
- International experience and seminars given on four continents

### Awards and Other (brief overview)

- Emeritus, Texas A&M University
- Recipient of 9 University and national educational awards
- 40 half-hour television shows shown across USA
- Quoted in over 100 newspapers, magazines and newsletters nationally such as Fortune, Washington Post, USA Today, Chicago Tribune, Miami Herald, Dallas Morning News, Houston Chronicle, and Philadelphia Inquirer
- Over 60 articles and two books published
- Listen to Dr. A on over 100 radio programs



### Purchase Information:

Name: \_\_\_\_\_ Job Title: \_\_\_\_\_

This licence is for my Team: \_\_\_\_\_ or for my Market Center: # \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

Card Type (choose one):  MasterCard  VISA  American Express  Discover

Name on Card: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_

Security Code (3-4 digits): \_\_\_\_\_ Expiration Date (Mo/Yr): \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



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