



Dr. Ryan Parker (Is)

1

<https://spaces.hightail.com/space/6kSXsOju5K>



2

Communication works
for those who work at it.

John Powell

Teamwork and Communication

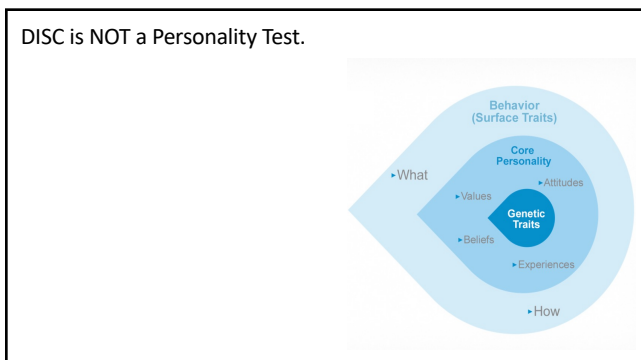
3



4



5



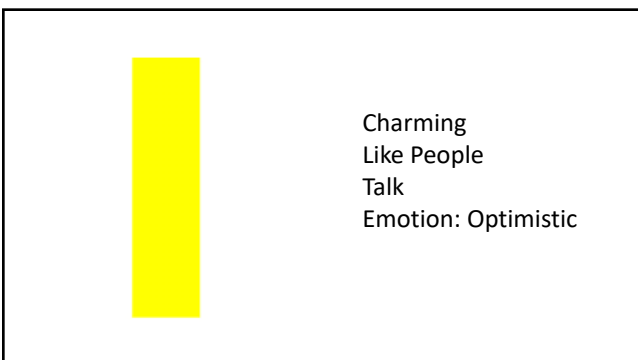
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8




9




Steady
Like Stability
Hesitant
Emotion: Non-Emotional

10



Accurate
Like Familiarity
Fussy
Emotion: Fear

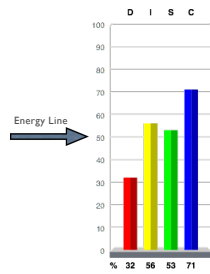
11



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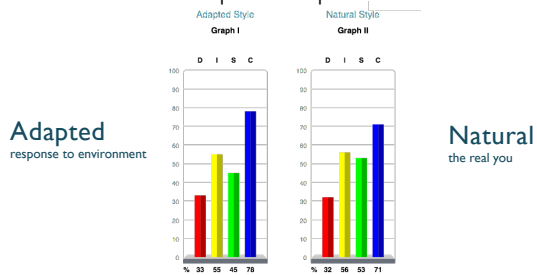
Reading the Graph

- Determine PRIMARY STYLE (furthest from the line)
- Determine secondary style (second furthest from the line)

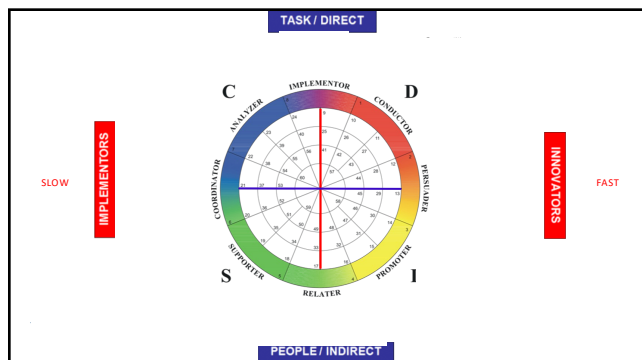


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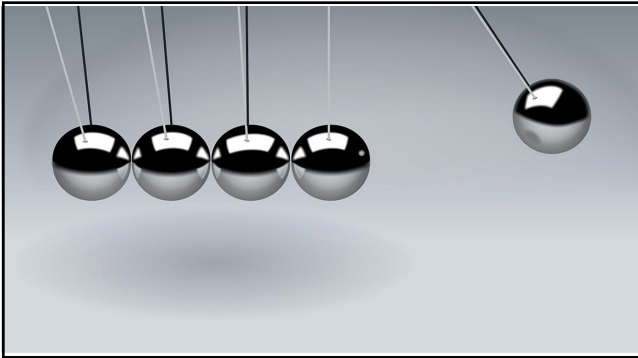
Natural and Adapted Graphs



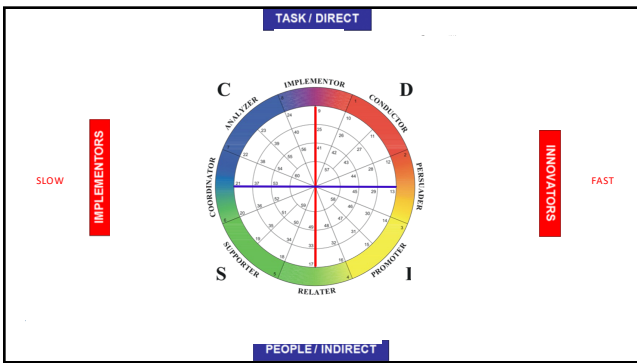
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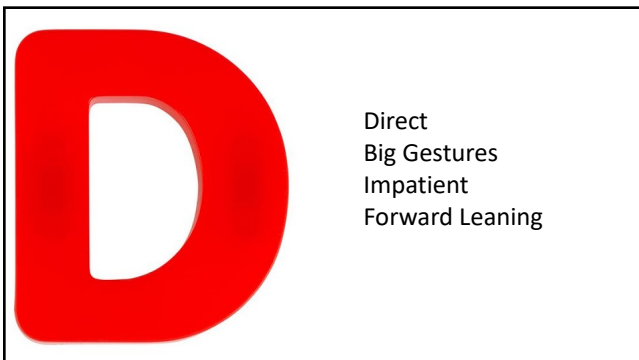
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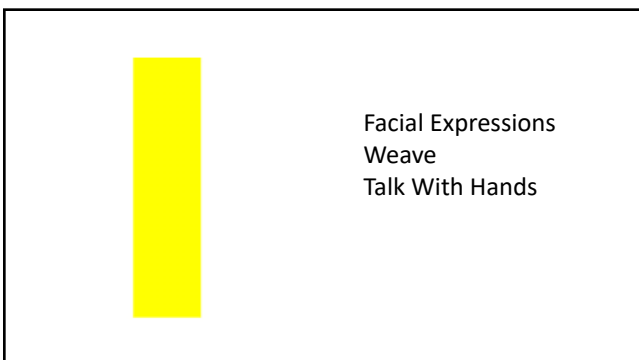
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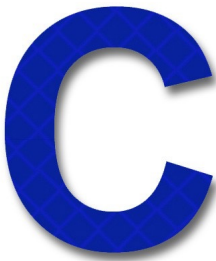


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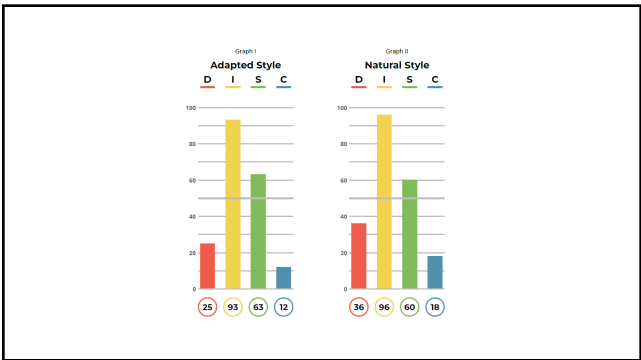
Lean Back
Steady
Poker Face

22



Reserved
Critical
Arms Folded
Ask Detailed Questions

23



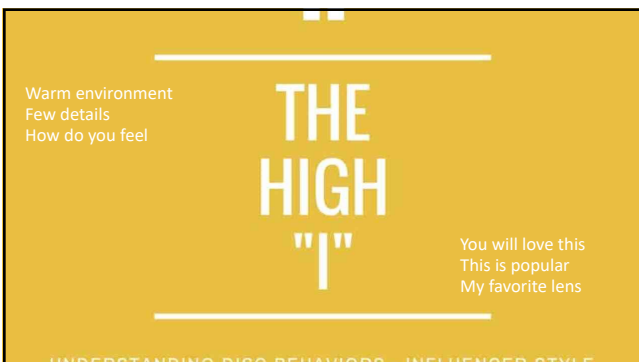
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Personal comment
Non-threatening
Ask how questions

THE HIGH "S"

Loyalty
Proven
If you were my.....

UNDERSTANDING DISC BEHAVIORS - STEADY STYLE

28

Prepare your case
Stick to business
Be accurate

THE HIGH "C"

Studies show
10 years in the market
Compare options

UNDERSTANDING DISC BEHAVIORS - COMPLIANT STYLE

29

Dominance
- Results
- Direct
- Competitive



Influence
- Enthusiasm
- Friendly
- Optimistic



Compliance
- Accurate
- Cautious
- Contemplative



Steadiness
- Sincerity
- Patient
- Modest



DISC


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Office Manager
Management

Task/Big Picture


31



Front Desk
Optician
Techs

People/People

32



Tech
Opticians
Scribe

Non-Emotional
Deal With Problems Well


33



Lab Techs
Insurance Billers
Inventory Manager
Scribe

Details

34



In Case You Were Wondering

Optometrists Are Mainly **SI**

35

Good communication is
the bridge between
confusion and clarity.

Nat Turner



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