

Assisting YOUR Team By...

-  **Increasing Productivity**
-  **Motivating Individuals**
-  **Developing Sales Skills**
-  **Instilling Value for Team Associates**
-  **Hiring Tools**

We work with...

- ❖ **Insurance Agents**
- ❖ **Real Estate Agents**
- ❖ **Chambers of Commerce**
- ❖ **Financial Advisors**
- ❖ **Health Care Providers**
- ❖ **Churches & Ministries**
- ❖ **Individual Clients**

From Coast to Coast!

A real team is more effective when its members value their differences and see those differences as the assets they individually bring to the team.

A real team recognizes the value of their work together and individually chooses to accept one another.

Giving your strengths to the team and respecting the differences of others creates a dynamic team!

RISING STAR

PEOPLE CONCEPTS, LLC



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Founder, Owner**

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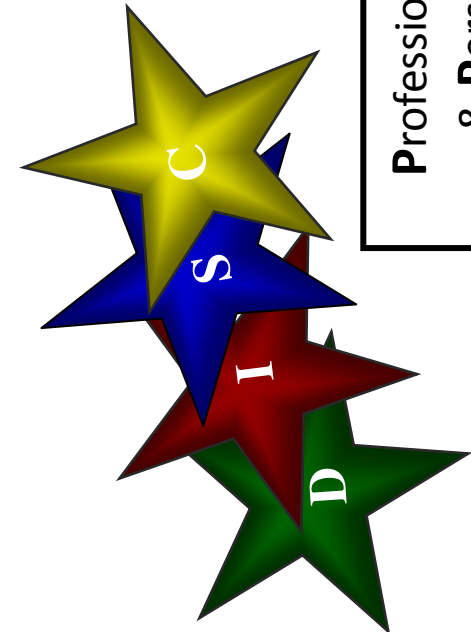
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RISING STAR
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**Professional Enhancement of Organizations
& Personal Learning for Empowerment**

The Hire Tool

In today's economy employers have to be better in the selection process when hiring new employees. Time, money and resources are limited and having the wrong new hire is costly.

Wouldn't it be great if there was a pre-applicant process that would assist you in knowing the real person behind the application? At Rising Star we can give you a full picture of who a potential applicant really is before you hire.

Rising Star's Hire Tool does not tell you who to hire for what position. We leave that up to you as the expert. You know who you need and what you are looking for. We just give you a clear picture of who is applying for your available position. The Hire Tool shows you



how an applicant will act and react. It also shows you what level of action or reaction you can expect from them.

At Rising Star we offer four Hire Reports and each one is a quick one page PDF. These reports are easy to read and understand.

Basic Hire Tool

Hire Tool Plus

Hire Tool +More

Hire Tool EXEC



Save time, save money and the aggravation of the hiring process!

**Hire The RIGHT Person
For The RIGHT Position
The FRIST Time!**

Placement Profile

We all know how to adapt our personality to fit the moment. Many people apply for a position and they transform themselves into what they think the employer is looking for in a new hire.

Later, after they are employed, they turn out to be someone other than what their impression led the employer to believe they were hiring. This might take days or even weeks, but eventually the new hire's real personality will surface.

The Placement Profile helps you learn the employee's profile and where they would be most productive in your organization.

Normal Style				
Level 1 Action	Level 2 Action	Adjustable	Level 2 Reaction	Level 1 Reaction
	D			
			I	
			S	
C				

Employer Development Workshops

These workshops are designed to assist the employer in learning some great directives about motivating their employees based on their DISC profile.

MOTIVATION ONE

In this workshop you will learn:

- * Desired environment
- * Secret fears
- * What they like and dislike
- * Motivational Keys
- * Who is their ideal boss

MOTIVATION TWO

In this workshop you will learn:

- * Big blind spots
- * Team contributions
- * Motivating opposites
- * Adjusting your style



More Rising Star Workshops

TEAM

Builder I, II & III



These three workshops are designed to build your team.

- * Reveals individual team members' profiles
- * Builds appreciation for their differences
- * Aids in their communication skills
- * Reveals each team member's contribution
- * Reveals each team member's strengths
- * Do's and Don'ts in team communication
- * Reveals team members' leadership style
- * Reveals team members' performance style

Sales Clinic



This training session is with you and your team. It is designed to assist your Sales Team in learning how to sell to the various DISC clients.

- * How your clients make decisions
- * What to emphasize
- * What to listen for to learn their profile
- * How to behave with that client
- * How to lead your clients to buy
- * What to avoid with the client

~ Other Workshops Available ~

DISC Kids
(develop parenting skills)

Enhancing Couples
(for better relationships)