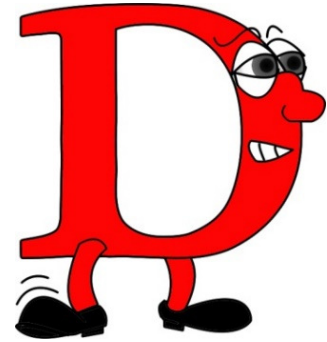


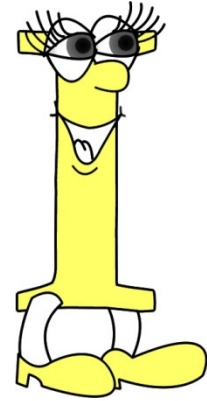
ODE to the Dominant D's
(To the tune of "Baa, Baa, Black Sheep")



Baa, Baa, black sheep
Have you any D's?
Yes, sir, yes, but
They're golfing by the sea!
Strategies and taking risks
Keep the game alive
Thank goodness they will delegate
So business now can thrive!

Baa, Baa, Black Sheep
We're glad we have our D's
With them now we'll never lose
We'll win each game with ease!

ODE to the *Influence I's*
(To the tune "Twinkle, Twinkle Little Star")



Twinkle, Twinkle, little I's

When you talk, we're hypnotized!

You can schmooze them with the best,

You bring us a lot of zest!

Just remember, little I's

We all are waiting - with a sigh...

(spoken) ...to get a word in edge-wise - that is!)

Ode to the Steadiness S's
(To the tune of "Mary Had A Little Lamb")

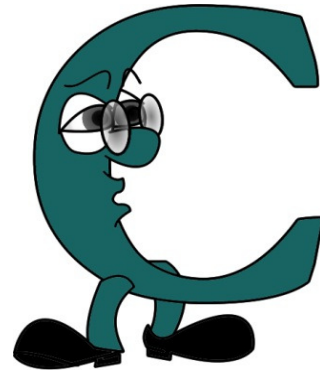


Mary is a patient S
A caring S, a loyal S
She loves systems and her lists
So things aren't in a mess!

Everywhere that S's go,
Things just work - there is no woe.
Just love those S's on your teams
And with success you'll beam!

Ode to the *Compliant C's*

(To the tune of "Jack and Jill")



Cautious C's comply with ease,

Procedures they adore!

Give them space

To muse and pace

And QUALITY will soar!

Make them right, they'll work all night




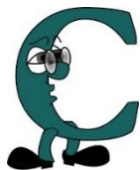
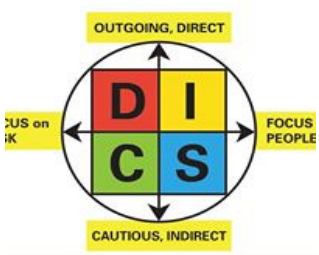
Analyzing each situation.

But when they're done...

We'll enjoy the sun...

('Cuz we all can take vacation!)

Know, Know, Know your DISC
 (To the tune of "Row, Row, Row Your Boat")

	<p>D's, D's Dominant D's Control things all the way They love to boss and delegate So things don't go a-stray!</p>
	<p>I's, I' Influence I's They'll talk with anyone near! But once they start, they'll never stop! So jump in - (do not fear!)</p>
	<p>S's, S's Steadiness S's Maintain the pace with ease! They're a patient lot, and they don't complain So teamwork is a breeze!</p>
	<p>C's, C's Cautious Folks C's And focused on quality Invite them to edit or find your mistakes... (They'll do it with such glee!)</p>
<p>THE DISC MODEL</p> 	<p>D's, I's, S's, and C's Learn how our styles can blend! When you know what the strengths are, It's easy to love, And you make a lot more friends!</p>

 DISC-eez Sing-a-long Tunes 

Ol' Mc DISC-eez

♪♪♪ To the tune of "Old McDonald Had a Farm" ♪♪♪


Ol' Mc DISC-eez had a team
With **D's, I's, S's, and C's...**
But 'till he learned the strengths of each,
His work was not a breeze!

With the **D - I's** here and the **S - C's** there
Everyone worked differently...
No partnership or teamwork.

Ol' Mc DISC-eez had a team
with **D's, I's, S's, and C's...**
(up 1/2 a step - hmmm)

Ol' Mc DISC-eez had a team
With **D's, I's, S's, and C's...**
And on his team his D's took charge
(Controlling is their thing...)

With a **High D** here and a **High D** there

 's direct and delegate
And Tasks they all did **Dominate**.

The **D - I's** here and the **S - C's** there.

They did things so differently
He thought that he'd go crazy.
Ol' Mc DISC-eez had a team
With **D's, I's, S's, and C's...**

(up 1/2 a step - hmmm)

*Tunes by Mother Goose – Words by Carol and Sandra
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 DISC-eez Sing-a-long Tunes 

Ol' Mc DISC-eez had a team
With a **D, I, S, and C...**



And on his team his **I's** could talk!
He was not lit up with glee!

With a **High I** there and a **High I** there,
They talked and talked 'n talked 'n talked!
Ol' Mc DISC-eez wanted **QUIET!**

A **High D** here and a **High D** there
The **D's** began to dominate
Ol' Mc DISC-eez called 'em "bossy"!

The **D - I's** here and the **S - C's** there,
They processed things so differently
He knew that **they** were crazy!

Ol' Mc DISC-eez had a team
With a **D, I, S, and C...**

(up 1/2 a step - hmmm)

Ol' Mc DISC-eez had a team
With a **D, I, S, and C...**



And on his team he found an **S**,
who made his heart just sing!

 DISC-eez Sing-a-long Tunes 

With a **High S** here and a **High S** there
Steadily she checked her lists.
(He thought she'd *never* finish.)


A **High I** here and a **High I** there,
His **I's** could talk and talk and talk!
(Ol' Mc DISC-eez wanted **QUIET!!**)

A **High D** here and a **High D** there.
The **D's** directed everyone
(Including Ol' Mc DISC-eez!)
(Deep breath.)

Ol' Mc DISC-eez had a team
With a **D, I, S, and C...**

(up 1/2 step - **hmmm** - and Faster)

Ol' Mc DISC-eez had a team
With **D's, I's, S's and C's...**

And when he finally heard the 's,
He smiled at what they'd bring.

With a **High C** here and a **High C** there,
They loved all his procedures
And followed them precisely!

A **High S** here and a **High S** there
Patiently they checked their lists
And made the **Pace to Steady!**

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 DISC-eez Sing-a-long Tunes 

A **High I** here and a **High I** there,
They could talk and dance (and sing!)
Ol' Mc DISC-eez grew to like them!

A **High D** here and a **High D** there,
The **D's** could take Ol' Mc DISC-eez's jobs.
Now **he** had time for planning!

The **D - I's** here and the **S - C's** there,
They all do tasks so differently,
He saw it was a good thing...
(big breath...)

Now Ol' Mc DISC-eez likes this team
of **D's, I's, S's and C's...**

(up 1/2 a step - hmmm)

Ol' Mc DISC-eez is now thriving with his
D's, I's, S's, and C's...

And since he's learned the strengths of each
He finds each day's a breeze... 'cuz

D's assert and Dominate
(*Problems are no problem!*)

I's affirm and Influence
(*People are their passion!*)

S's Plan so Patiently.
(*And the Pace gets **Steady!***)

 DISC-eez Sing-a-long Tunes 

C's are into Quality
(Procedures they Comply with!)

(Inhale deeply now... sing broadly and dramatically ...)

Now Ol' Mc DISC-eez brags about his



D's ... (pause)



I's... (pause)



S's... (pause 2, 3) (triumphantly)

and



C's !!!

(Take a BOW now - YOU were AWESOME!)