

GREETINGS EPIC ADMINISTRATORS, MANAGERS AND TRAINERS

We hope you are enjoying the winter season in your neck of the woods. This is our 1QTR DiSC®_EPIC Newsletter for 2020. The goal of our newsletter is to keep everyone abreast of the latest happenings regarding the Everything DiSC® and Five Behaviors™ products as well as the EPIC platform.



We cover new product announcements, upcoming training and certification sessions, beta testing opportunities and more. Last, we encourage you to share the newsletter with others in your organization that can benefit from the content.

PRODUCT ANNOUNCEMENTS

Everything DiSC® Agile EQ™



We are excited to announce that the Emotional Intelligence Assessment and the Facilitator's Kit has launched! From comments we have received from many of you, I know some share our enthusiasm. This has been a long journey. The product development cycle took two years and we are thrilled to receive the news from Wiley that the product officially launched on February 13th. Also, a big 'Thank You' to those who were able to participate in the 2 beta programs. Your feedback provided great insights for evolving the product through the development phase. We are eager to hear how you anticipated using EQ in your course offerings.

Let me pause to share a bit about the EQ solution for those who are reading about this for the first time. The terminal objective of EQ skill training is to develop a workforce that can grow and sustain a thriving, agile work culture. We know this is important to address given feedback from employee survey data you have shared with us, e.g. FEVS.

Our Everything DiSC® Agile EQ™ solution is a facilitator-led learning experience that engages participants to read (assess) the emotional and interpersonal needs of a situation and respond effectively. The EQ Profile report provides each participant with insights to explore the concept of emotional intelligence and how to take an agile approach to workplace interactions. Participants will discover their DiSC style, learn about the instinctive mindsets that shape their own responses and interactions, explore opportunities to stretch beyond what comes naturally to them, and assess actionable strategies to become more agile in their approach to social and emotional situations at work.

Webpage: We have set up a webpage to preview product information, including an EQ sample report.

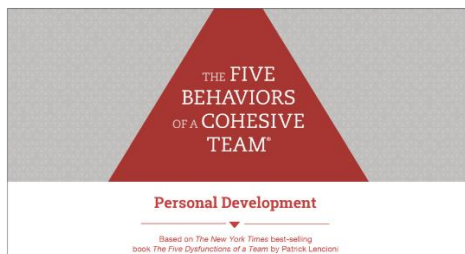
<https://teamforresults.com/everything-disc-agile-eq/>

When the EQ Assessment is officially available, we will add it to your EPIC Sub-Account. The assessment will use EPIC credits as the currency like the current Everything DiSC products.

Last, we encourage you or your staff to attend an upcoming Virtual Webinar on the product to gain additional information to determine how it may supplement your current curriculum. Email us if you are interested in reserving seats for the webinar.

Note: *DiSC® knowledge is not a prerequisite for the Agile training solution. The profile is all inclusive of the DISC® style that is needed for a training session. Also, the EQ Facilitator Kit provides detail instructions to facilitate a classroom session, including video, PowerPoint™, handouts and facilitator guide.*

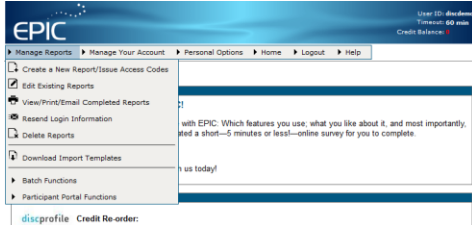
Five Behaviors Personal Development Profile



The Five Behaviors Personal Development assessment is based on Patrick Lencioni's model for developing high-performing teams through five key behaviors: *Trust, Conflict, Commitment, Accountability, and Results*. This Personal Profile is a result of feedback received from clients on the initial *5 Behaviors Team Development solution* introduced several years ago. The personal profile provides feedback to individuals on their ability to work together effectively within team environments. The training solution teaches participants the critical behaviors and interpersonal skills needed to be effective team players on any team by combining the 5 Behaviors team model with personalized insights. The result is an impactful team development solution that help team members shape their behaviors, increase productivity, and create a common language to work together to drive results. [Click here for a 5-Behavior brochure.](#)

EPIC SUB-ACCOUNT

EPIC Credits



We have just added two new assessments to your EPIC sub-account: **Everything DiSC® Conflict and Agile EQ**. You can assign these assessments using the EPIC platform. We encourage your team to explore how these resources can enrich your curriculum.

Here is a bit of news we are not as excited about. A Wiley price increase took effect January 1st for some products. EPIC credits retail at \$4.80 per credit. MRS will honor pricing established with our clients under existing multi-year contracts and will continue to honor our Most Favorable Client (MFC) pricing to all per our GSA Schedule (#GS10F0275S). We encourage you to purchase credits in volume to allow us to apply the maximum allowed discount per Wiley's Pricing Policy. Today, that threshold is \$3.35 per EPIC credit.

Let us know when you need to order additional EPIC credits, facilitator kits, certification classes or other products. We target processing new orders within 24-48 hours

Client Questions

We haven't received any customer questions this quarter. We're hopeful that translate into everyone is fully operational in the EPIC functions that are important to your team. If you do have questions, be sure to let us know. Others are likely to have the same questions and will benefit from the dialogue.

UPCOMING CLASS SCHEDULE



For easy reference, we are providing a list of upcoming classes over the next several months in the tables below. We hope this will be helpful for planning purposes. To access the most recent availability of Everything DiSC classes, **click the link below then pull down to the bottom of the web page** to see the current list of DiSC™

courses. Contact us if you want to register your trainers for a certification class and to obtain pricing information. Discount are available for multiple attendees. Recall also that trainers can earn SHRM or CPLP recertification credits for most classes.

<https://www.everythingdisc.com/managementresourceservices>

DiSC Certification Sessions

As many of you know, the certification classes have filled quickly. The demand has been particularly high for the virtual certification classes. It is exciting to see so many trainers complete their certification. We only have a small quantity of seats available for winter and spring classes which are shown below. We encourage you to sign up early to get the time and location you prefer. Contact us to complete registration.



SESSION	DATE	NOTES
In-Person Certification: Everything DiSC Workplace, Minneapolis MN.	February 25 - 26	8:00 am – 5:00 pm CST. Additional details will be sent upon registration
On-Line Certification: Everything DiSC Workplace	March 3, 7, 24, 31	10 am – 11:30 am CST. Additional details will be sent upon registration
In-Person Certification: Everything DiSC Workplace, Minneapolis MN.	March 24 - 25	8:00 am – 5:00 pm CST. Additional details will be sent upon registration
On-Line Certification: Everything DiSC Workplace	April 20, May 4, 11, 18	2 pm – 3:30 pm CST. Additional details will be sent upon registration
On-Line Certification: Everything DiSC Workplace	April 24, May 8, 15, 22	8 am – 9:30 am CST. Additional details will be sent upon registration
On-Line Certification: Everything DiSC Workplace	April 24, May 8, 15, 22	12:00 pm – 1:30 pm CST. Additional details will be sent upon registration
In-Person Certification: Everything DiSC Workplace, Minneapolis MN.	May 5 - 6	8:00 am – 5:00 pm CST. Additional details will be sent upon registration
On-Line Certification: Everything DiSC Workplace	May 29, June 12, 19, 26	12 pm – 1:30 pm CST. Additional details will be sent upon registration

In-Person Certification: Everything DiSC Workplace, Minneapolis MN.	June 9 - 10	8:00 am – 5:00 pm CST. Additional details will be sent upon registration
In-Person Certification: Everything DiSC Workplace, Minneapolis MN.	July 21 - 22	8:00 am – 5:00 pm CST. Additional details will be sent upon registration

5 Behaviors Team Accreditation Training

Accreditation training is an intensive five-week virtual learning course to prepare your in-house facilitators and training consultants to more effectively lead The Five Behaviors of a Cohesive Team® program. This team development program is based on the 5 Behaviors of a Dysfunctional Team Book by Patrick Lencioni. Again, contact us if you want to register or have questions about implementing the program.

SESSION	DATE	NOTES
Virtual: The Five Behaviors™ Facilitator Accreditation	March 03 90-Minute Weekly Sessions	2:00 pm CST Additional details will be sent upon registration
Virtual: The Five Behaviors™ Facilitator Accreditation	April 23 90-Minute Weekly Sessions	1:00 pm CST Additional details will be sent upon registration

Training Showcases

First, if you haven't taken advantage of the virtual training showcases, I encourage you to join a session as my guest. This is a great opportunity for L&D Managers and trainers to experience new products and assess if they are right for your agency without having to leave your office. And, another benefit is you get to take a complimentary assessment so you can experience it for yourself. Contact us to register for an upcoming session. The showcases are typically 60 minutes.

Virtual DiSC® Showcases

Transforming Workplace Conflict	February 18	11:00 – 12:00 CT
Everything DiSC Agile EQ Launch Webinar	March 6	11:00 – 12:00 CT

5-Behavior Showcases

Unleash the Power of Teamwork	February 25	12:00 – 1:00 CT
Unleash the Power of Teamwork	March 18	10:00 – 11:00 CT

CLOSING

In closing, we want to say Thank You for being our customer. It is an honor to serve you. Also, let us know if there are particular topics you want us to add to the newsletter. Last, we are always happy to have a phone consultation if you would like to explore any of the assessments for fit to support an in-house training program or questions related to the EPIC platform. We look forward to hearing from you.

Contact Us

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