

## GREETINGS MANAGERS, EPIC ADMINISTRATORS, AND TRAINERS



Year-end 2021 is fast approaching. We are sending our 4th quarter newsletter to update you on the latest happenings and things to know for 2022. We hope you had a successful year. Thank you for letting us be your DiSC® partner!



### DiSC® MANAGEMENT REPORT ON CATALYST™

Finally, the Everything DiSC® Management Report will soon be available on the Catalyst™ platform and in your EPIC™ Subaccount starting December 8<sup>th</sup>. Many of you have requested for this report on our Catalyst™ platform and we are thrilled to share the good news.

The content of the traditional DiSC® Management Report has not changed. The move to the Catalyst™ platform will however empower your trainers to be creative in their training delivery for virtual and in-person sessions. *For example, trainers can now elect to facilitate 90-minute virtual sessions across several weeks on the four management skills: Directing, Motivating, Developing others and Delegating.*

As before, this report is designed to help anyone in a management role or preparing to step into a management role to successfully **engage, motivate, and develop** their people. It combines your DiSC® style with personalized management insights to adapt your approach towards each direct report while improving your effectiveness.

DiSC® Management Report will be offered as a 10-credit add-on to the Everything DiSC Workplace® base experience. *Remember to have access to the DiSC® Catalyst™ platform, your learners must first take the DiSC® Catalyst Workplace® assessment and then the EPIC administrator can generate subsequent reports such as the management report.*

**Note:** *We have included a hyperlink to our [DiSC Management Brochure](#) though it has not been updated yet to reflect being on the Catalyst Platform, starting December.*

## Updated FAQ Document for DiSC® on Catalysts™

<https://teamforresults.com/newsletter-4q21-updates/>

Our Frequently Asked Questions (FAQ) document for Everything DiSC® on Catalyst™ is designed for DiSC® certified facilitators, in-house facilitators, and EPIC sub-account holders. This document was updated November 15, 2021. We will provide on-going updates to this document as they become available from Wiley.

In the meantime, here are a few highlights from the latest FAQ:

- Applications available on the Catalyst™ Platform include: Everything DiSC Workplace, Everything DiSC Management and Everything DiSC Agile EQ. Others are in the pipeline and will be announced in this newsletter.
- Videos are available on the Catalyst™ platform; these can be used to assign pre-work activities for virtual or in-person sessions. (E.g., Request learners read their reports, watch the introduction video and write a journal reflection prior to joining the live session.)
- The Everything DiSC® Facilitation Kit includes Workplace, Agile EQ, and Management content, featuring both virtual and in-person facilitated modules, contemporary video, and learner activities.
- Wiley has again, extended the free upgrade to convert your past DiSC Classic and Everything DiSC learners to Catalyst™. **The new deadline is December 31, 2022.**
- **Reminder:** Learners begin with the Everything DiSC on Catalyst Workplace and can then add on new applications (i.e., DiSC® Management and DiSC® Agile). For new learners, the base DiSC® Workplace assessment is 15 credits while the add-on applications are 10 credits each.
- Once learners have taken the DiSC® on Catalyst Workplace assessment, they will not need to complete a new assessment to receive the add-on applications. The EPIC administrator can generate these reports and send a notification email to the learner that the new reports are available on Catalyst™.
- The Catalyst™ platform incorporates privacy and security and its features comply with GDPR, and with other privacy regulations like California Consumer Privacy Act.

### New Privacy Feature (From our previous newsletter)

We hope you have reviewed our May 4th email to sub-account holders announcing the new **'learner privacy feature'** now live on the Catalyst™ Platform. Recall DiSC on Catalyst™ has a *"Your Colleagues"* feature - *learners taking the catalyst profile in the same organization can find their colleagues and gain personalized,*

*real-time tips for more effective interactions.* The goal is for learners within the same organization to share their DiSC® style information with their colleagues to strengthen relationships and ultimately team productivity.

In as much as this is our recommendation, concerns surrounding privacy still exist. We believe this new privacy functionality addresses those concerns. Catalyst now offers learners an opt-out feature. [Click here to review the email.](#)

## **TOOLS and RESOURCES - Train-the-Trainer On-Demand Video Tutorials**

Want to learn more about Catalyst? Haven't facilitated a DiSC® class in a while. Do you have new trainers coming on board that will need to facilitate DiSC Catalyst™ sessions? Take advantage of our Train-the-Trainer Tutorials to come up to speed. The link below provides short videos for those learning about the DiSC® on Catalyst Platform. They address many of your past questions, hence a great resource as refresher and for new trainers. Also, I have included the logon credentials for trainers to demo the Catalyst Platform for your internal clients using a fictitious organization. This is an opportunity to highlight the value of having this digital resource available to everyone across the department to enhance team work.

A few of the topics include:

- Assign DiSC® Catalyst™ Access Codes
- Walk through of the Catalyst™ Platform
- Customizing Your Training Program
- Editing Catalyst™ Departments

<http://teamforresults.com/disc-on-catalyst-training-tutorials/>

Demo Catalyst™ platform with your client: Login Credentials

URL: [catalyst.everythingdisc.com](http://catalyst.everythingdisc.com) Email: [mateo@everythingdisc.com](mailto:mateo@everythingdisc.com) Password: CatalystDemo123!

## **EPIC SUB-ACCOUNT**

No changes were made to the EPIC Platform since our last newsletter. Use the tutorial web link above if you need a refresher on assigning Catalyst access codes or moving a learner's report to a different department.

## EPIC Credits

Our price for EPIC credits will increase in 2022 to between \$3.35 and \$4.00 per credit based on volume discounts. We are increasing our price to you because our distributor, Wiley, increased our EPIC cost in 2019. We did not pass this increase on to you at that time; however, we will need to raise our pricing in the new year. **We will honor existing contract pricing and always ensure our government clients receive the lowest prices per the Wiley Pricing Policy and within the guidelines of our GSA Schedule.**

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

## 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 offerings.

Contact us if you want to register your trainers for certification classes and to obtain pricing information. Discounts 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 and Client Showcase 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 classes which are shown below. Wiley should be adding addition sessions later this month. Currently most certification classes have availability starting in February 2021. We encourage you to sign up early to get the time you prefer.

Again, click the link above for the latest schedule of 2022 classes.

**Note, the trainer will need access to an Everything DiSC Facilitation Kit to complete certification. We offer bundled pricing when both are purchased and volume discounts when multiple trainers sign-up.** Contact us to discuss pricing and to complete registration. Also, Client Show Cases are complimentary. Call or send us an email to get registered.

## About DiSC® Certification Training

Everything DiSC Workplace® Certification is your best resource to gain foundational knowledge and tools for facilitating Everything DiSC®. This course allows you the flexibility of self-paced learning, paired with three live 90-minute, virtual instructor-led classroom sessions led by Wiley's expert trainers.

SESSION	DATE	NOTES
<b>Client Show Case:</b> Catalyst Show Case with Everything DiSC	December 13	10:00 am – 11:00 CT
Instructor-Led <b>Virtual On-Line Certification:</b> Everything DiSC Workplace	February 2	9 am – 10:30am CT
Instructor-Led <b>Virtual On-Line Certification:</b> Everything DiSC Workplace	February 2	1 pm – 2:30 CT

### 5 Behaviors Team Accreditation Training

Accreditation training is an intensive five-week 90-minute virtual learning course to prepare your in-house facilitators and training consultants to more effectively facilitate 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 Showcase: Unleash the Power of Teamwork	December 8	1:00 pm – 2:00 pm CT
Instructor - Led <b>Virtual Classroom:</b> The Five Behaviors™ Facilitator Accreditation	January 5	10:00am – 11:30 am CT
Instructor - Led <b>Virtual Classroom:</b> The Five Behaviors™ Facilitator Accreditation	February 17	11:00 am – 12:00 pm
Instructor - Led <b>Virtual Classroom:</b> The Five Behaviors™ Facilitator Accreditation	February 17	1:00 pm – 2:30 pm

## CLOSING

**“Thank You” for being our client. It is an honor to serve you this year.** 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. Stay safe. Happy Holidays!

## Contact Us



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