

Part I: 75 Minute Orientation Webinar – one week prior to JumpStart Training

Part II: Two-Day Live JumpStart Training

Part III: Participation in monthly New Distributor Webinars

JUMPSTART OVERVIEW

JumpStart, the first step in the MindLab process, is designed to help you launch your Inscape training, coaching, or consulting business. This three-part series is designed to get you up to speed on valuable resources available through Inscape Publishing.

Part I: A 75 minute group webinar to familiarize you with the EPIC online platform, the Distributor web site, and the MindShare message board.

Part II: During the two-day JumpStart workshop, you'll get grounded in DiSC® theory and the DiSC model using the *Everything DiSC® Classic Facilitation System* and the *Everything DiSC Application Library*. You'll discover how to use the full range of DiSC tools to address specific business issues and to build long-term client relationships. You'll also have an opportunity to hone your business strategy and create an action plan for achieving your goals.

Part III: Following the two-day session, you'll be invited to monthly New Distributor webinars tailored to meet the needs of our latest resellers.

Learning Objectives

- To fully understand the functionality and applications of the *Everything DiSC Classic Facilitation System* and the *Everything DiSC Application Library*
- To learn how to build solutions that address key client issues
- To learn how to use Inscape products and marketing resources to build your business

DAY ONE: EVERYTHING DISC® IMMERSION

8:00 a.m. Continental Breakfast Served

8:30 a.m. Welcome to JumpStart!
Introductions and Expectations

9:00 a.m. DiSC Facilitated Session

10:30 a.m. BREAK

10:45 a.m. DiSC Facilitated Session
• Self-Discovery with
Everything DiSC® Workplace

12:15 p.m. LUNCH

1:00 p.m. DiSC Facilitated Session

2:30 p.m. BREAK

2:45 p.m. *Everything DiSC Application Library Report Study & Teach-back*

4:15 p.m. *Tell Your Own DiSC Story Closer*

5:00 p.m. *Wrap Up*

5:15 p.m. *Inscape-hosted Social Hour*

DAY TWO: BUILDING SOLUTIONS & STRATEGY

8:00 a.m. Continental Breakfast Served

8:30 a.m. *DiSC Classic 2.0 and Everything DiSC Classic Facilitation System Overview*

10:15 a.m. BREAK

10:30 a.m. *Needs Analysis and "Get the Cards on the Table" Exercise*

11:30 a.m. *5 things every New Distributor Must Know by Jeffrey Sugerman*

12:00 p.m. LUNCH

1:00 p.m. *What's Next at Inscape?*

1:30 p.m. *Goal Setting & Learning Plan*

2:45 p.m. *JumpStart Review, Action Items and Goal Statements*

3:15 p.m. *Closing*

3:30 p.m. *JumpStart Exam*