

# Smith Wealth Management

## DISC Map



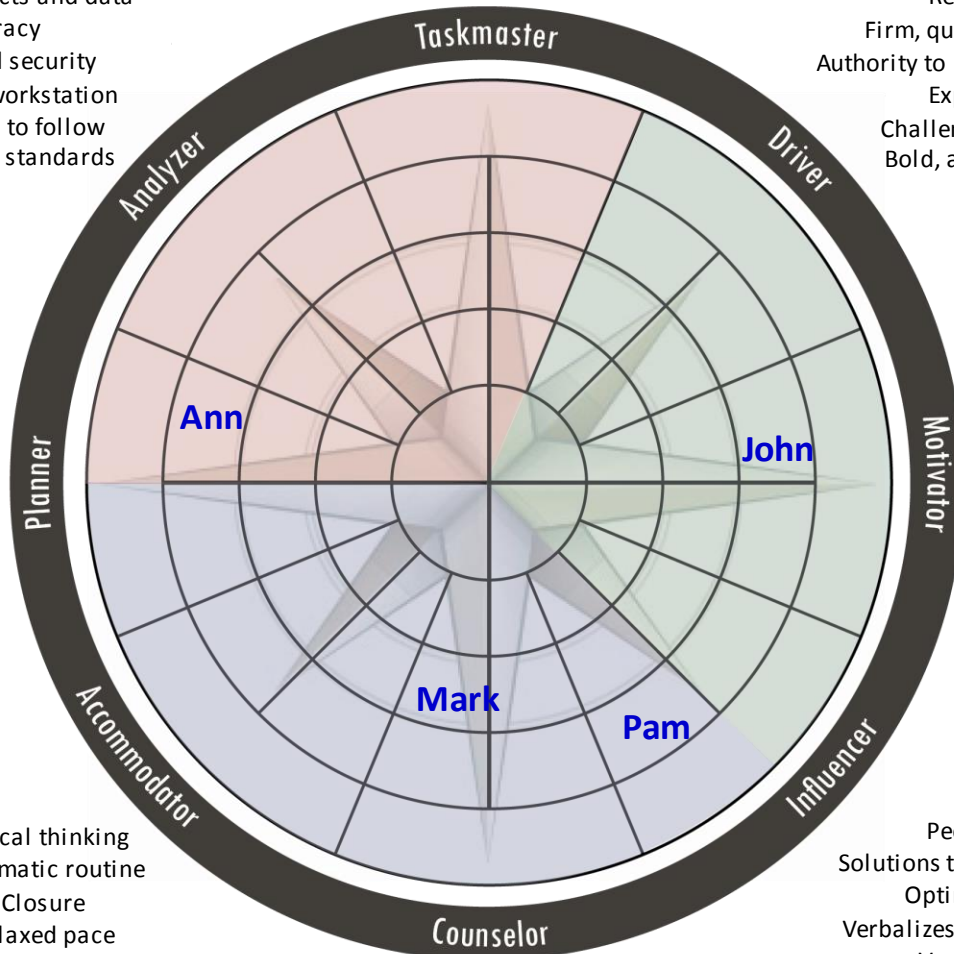
Analysis of facts and data  
Accuracy  
Safety and security  
Clean, tidy workstation  
Procedures to follow  
High quality standards

Fact-based solutions  
Effective time management  
Efficient methodology  
Studying and solving problems  
Logical decisions  
Creative and original thinking



Results-oriented  
Firm, quick decision making  
Authority to carry out responsibilities  
Expedites action  
Challenging assignments  
Bold, aggressive actions

Diplomacy and cooperation  
Facts and data to analyze  
Guidelines to follow  
Routine work  
Adherence to standards  
Task orientation



Competition with others  
Testing of new ideas  
Results through people  
Persuasive communicator  
Enthusiasm  
Change agent

Logical thinking  
Systematic routine  
Closure  
Relaxed pace  
Team participation  
Security

People contact  
Solutions to "people problems"  
Optimistic outlook  
Verbalizes thoughts and ideas  
Varied activities  
Mobility



Teamwork  
Coaching and counseling  
Service to others  
Harmonious work environment  
Security  
Assistance to customers



**INITIATE**



**IMPLEMENT**



**INTERACT**

## Smith Wealth Management Motivators

	1	2	3	4	5	6
<b>John</b>	Economic	Humanitarian	Power	Conceptual	Regulatory	Aesthetic
<b>Pam</b>	Economic	Regulatory	Humanitarian	Conceptual	Aesthetic	Power
<b>Ann</b>	Humanitarian	Economic	Conceptual	Regulatory	Power	Aesthetic
<b>Mark</b>	Humanitarian	Economic	Regulatory	Power	Conceptual	Aesthetic

**ECONOMIC:** utilization of time, money, and resources to achieve a measurable return on investment. **Interests:** practicality, efficiency, conservation.

**CONCEPTUAL:** search for or pursuit of knowledge and learning. **Interests:** continuing education, training, lifelong learning, research and analysis.

**POWER:** pursuit of power to lead, direct, and control self and others toward success. **Interests:** leadership roles, strategizing, authority.

**AESTHETIC:** appreciation and pursuit of form, harmony, beauty, and balance. **Interests:** personal growth, nature, fine arts, self-help, creativity.

**REGULATORY:** search for the highest meaning of life. **Interests:** religion, principled-living, converting others to a system for living, upholding traditions.

**HUMANITARIAN:** desire to eliminate pain and conflict. **Interests:** helping others, championing worthy causes, charities, community activities, volunteer work.

### Intensity Results

VERY HIGH	3 Standard Deviations - 2%
HIGH	2 Standard Deviations - 14%
MODERATE	1 Standard Deviation - 68%
LOW	2 Standard Deviations - 14%
VERY LOW	3 Standard Deviations - 2%