

Words With Wallop For High S Steadying Others

DISC Behavior Style: S for Steadiness

Reserved & People-Oriented

Need: Creating and maintaining steady relationships

Speak these *words with wallop* to reserved & people-oriented individuals who want to keep relationships steady.

Quote From High S Howard Schultz

President and CEO of Starbucks

Servant Leader

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#### *Creating mutually beneficial relationships*

“Instead of cutting health-care benefits, we found a way to increase ours. I saw my plan not as a generous optional benefit but as a core strategy. Treat people like family, and they will be loyal and give their all.”

#### *Words With Wallop*

“Treat them the way you want a brother or sister to treat you.”