

## **Words With Wallop For High I Influencing Self**

DISC Behavior Style: I for Influence

Outgoing & People-Oriented

Need: Influencing self to make beneficial choices

Speak these *words with wallop* to outgoing & people-oriented individuals who need to influence themselves to make beneficial choices.

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### **Quote From Matt Mitcham**

Gold medal winning Australian diver who performed the highest scoring platform dive in Olympic history  
Beijing, China 2008

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#### *Influencing self to focus on one's own efforts*

"I didn't know I was in second position, 'cause I was... I was only keeping track of the scores I was getting. I wasn't keeping track of the standings because, again, I didn't want to let that sort of outside influence affect how I might have dived, you know. But I do remember thinking before the last dive, like standing in the stairway and I heard the Chinese diver who was performing go, and I heard the whole crowd going 'Ooooh.' And I was like, 'No no, no no, I don't want to be listening to this.' So I blocked my ears and went 'La la la la' for the scores and everything because I didn't want that to impact my dive at all."

#### *Words With Wallop*

"Turn the lights and sounds off for everyone else and keep the spotlight only on what you are doing."