

Words With Wallop For High D Controlling Others

DISC Behavior Styles: D for Dominance

Outgoing & Task-Oriented

Need: Being in charge of other people

Speak these *words with wallop* to outgoing & task-oriented individuals who are in charge of other people.

Quotes From Mike Eruzione

Captain of the “Miracle on Ice” U.S. Olympic gold medal hockey team
Lake Placid, New York 1980

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*Leading by the example of hard work*

“You can lead by example, and my example more often than not was just how hard I played.”

*Words With Wallop*

“Show them how to work hard.”

*Constantly watching for opportunities*

“...if you want to achieve something, you have to seize the opportunity when it presents itself.”

*Words With Wallop*

“Which need or desire could you satisfy with this?”

*Focusing on the goal of being the team they could be*

“On that team no one thought of himself as more important than anyone else. Our goal was to be the best team we could be.”

*Words With Wallop*

“How could the team get better as a team?”

*Treating every member as equally important to the team through what they contribute to the team*

“Everyone on the team had to feel that they were contributing to some degree.”

*Words With Wallop*

“Tell each team member how they benefit the team.”

*Sharing success to create a team atmosphere*

“To be in a team atmosphere where the whole team shares in the success is a much greater high than when individuals take all the credit.”

*Words With Wallop*

“Get everyone together to celebrate.”