

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 support other people effectively.

Quotes from Nancy Reagan

First Lady of the United States

Nancy supported her husband, President Ronald Reagan, through political campaigns and political offices, took care of him during his long illness from Alzheimer's, and took care of his legacy after he died.

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*Helping someone understand that apologizing for a mistake increases future success*

After the Iran-contra scandal, Nancy Reagan worked hard to help President Reagan recover from the political fallout. Nancy felt her husband should apologize for the arms deal that diverted money to the contras opposing the leftist government of Nicaragua. Nancy had politicians come to the White House to talk to Ronald, including at least one Democrat.

*Words With Wallop*

"Tell a story about how admitting a mistake and apologizing for it created more success for you later on."

*Helping someone consider the consequences of their actions*

"I am a big believer that eventually everything comes back to you. You get back what you give out."

*Words With Wallop*

"What type of invitation are you giving other people about how they should treat you?"