

## Verbal Clues For Identifying DISC Behavior Styles

### High I Verbal Clues

All clues are statements real people made in conversations, magazines, books, Internet posts, movies, television shows, radio shows, etc. Some statements are edited to make them more concise and/or more understandable as clues. Different versions of the same clue reveal the variety of ways different High I people can express the same clue.



"I'm a blabbermouth."

"I like to show off."

"I hire people I can have fun with."

"I'm a name dropper."

"I don't like being pushed."

"I hug everybody."

"I cry at movies."

"All I do is crack jokes!"

"I'm drawn to clothing that is expressive and unique."

"What I like most about my job is connecting to people."

"I'm at my best when I can react spontaneously."

"I am an enthusiastic, if terrible, dancer."

"I will eat any kind of food. The more exotic and spicy, the better."

"I will listen to almost any kind of music. Hip-hop, country, folk, blues...I love just about everything."

"I cry in movies at any disturbing moment."

"I love to travel."

"I love puns."

## Verbal Clues For Identifying DISC Behavior Styles

### High I Verbal Clues

All clues are statements real people made in conversations, magazines, books, Internet posts, movies, television shows, radio shows, etc. Some statements are edited to make them more concise and/or more understandable as clues. Different versions of the same clue reveal the variety of ways different High I people can express the same clue.



"I am a master at referring people to those that can help them best."

"I can live for two months on a good compliment."

"I love to do a lot of crazy, weird, unique things."

"I was the class clown in high school."

"I jump into any situation or conversation that interests me."

"I cry easily at a good TV show or movie."

"Laughing is my favorite thing to do."

"My ideal date is having a drink in the afternoon and having it unexpectedly lead to a fun dinner."

"Talking to young kids — especially young girls — distresses me and motivates me by keeping me focused."

"I am very resourceful. I often see value in people and things that others don't."

"I believe that life is a journey and not a destination. Just follow your intuition and enjoy the ride."

"I can make anyone feel at home."

"I love to be the first one dancing at a party."

"I have 120 themed ties and a half dozen themed vests."

"I always cry during talent shows."

## Verbal Clues For Identifying DISC Behavior Styles

### High I Verbal Clues

All clues are statements real people made in conversations, magazines, books, Internet posts, movies, television shows, radio shows, etc. Some statements are edited to make them more concise and/or more understandable as clues. Different versions of the same clue reveal the variety of ways different High I people can express the same clue.



"My best quality is my personality. I have the ability to make anybody feel comfortable."

"Working with highly successful people gives me validation."

"The quality I loathe most in other people is rudeness."

"The most beautiful things I've ever seen are simple acts of kindness between two strangers."

"I teach my kids to choose joy, love, and laughter every day."

"That's the joy of my job — making connections."

"It's important to connect face-to-face."

"I'm not physically capable of not talking to the TV."

"My philosophy of life is to do what's fun."

"I hope that your reading of my book will create a connection between us, at least while you are reading."

"I've talked my way out of five speeding tickets."

"I'm a massive prankster."

"I'm good at giving people funny nicknames."

"I like trying new things."

"I like being on stage, virtual and real."

"I give amazing hugs — like, seriously good hugs."