COMPETITIVE EDGE
ESTABLISHED 1981

DISC & MOTIVATORS
VIRTUAL CERTIFICATION TRAINING

Using the DISC Behavioral and Personal Motivation Models to Build High-Performing Teams for Your Organization

NOVEMBER 9, 10, 12, & 13
8:30AM TO 12:45PM ET

Competitive Edge, Inc. is the first TTI authorized Train-the Trainer Certification Partner nationwide!

ABOUT OUR PROGRAM

Our foundational program is designed for trainers, consultants, and human resource professionals who are dedicated to optimizing organizational performance.

WHAT SETS US APART

Significant Expertise

With our decades of knowledge, we have personally debriefed and trained thousands of professionals.

Customized Training

We tailor our training to fit your industry and the size of your organization.

Trusted by Many

We are trusted by numerous organizations in various fields, including financial services, government, education, non-profit, and manufacturing.

TOPICS INCLUDE

- Recognizing the behavioral styles of others
- Why behavior only gives you half the insight needed to understand people
- The importance of understanding motivators and how they integrate with behavior
- Building self-awareness for others
- The key to high-performance teams

LEARNING OBJECTIVES

- The history and legal applications of the DISC and Motivators Models
- Strategies for effective communication
- Enhancement of personal and professional relationships
- Identifying and minimizing workplace stress
- A comparative analysis of the Talent Insights Report and its competitors
- Identifying a person's hidden motivators
- Development of reward and recognition programs to increase loyalty and engagement

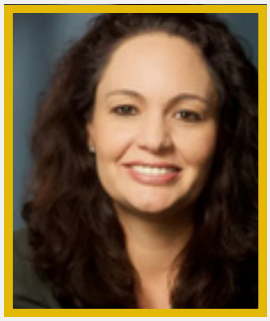
TRAINING INCLUDES

- Talent Insights Assessment
- 60-minute telephone debriefing pre- or post-training
- Printed manual and trainer aids shipped within the US (additional fee for international shipping)
- PowerPoint and supplemental training materials available via Dropbox for customization

TRAINING SCHEDULE

- Introductory meeting: Monday, November 2 9:30 AM - 10:30 AM ET
- Training sessions: November 9, 10, 12 & 13, 8:30 AM - 12:45 PM ET (includes a 15-minute daily break)

ABOUT YOUR TRAINER



Krista Sheets

President of Competitive Edge, Inc. & Paragon Resources, Inc

Krista has been helping organizations achieve Return on People™ (ROP) since 1997 by equipping leaders with powerful, objective tools that drive measurable results. Trusted by financial professionals, government agencies, manufacturers, and corporations of all sizes, she specializes in team performance strategies that unlock growth potential and strengthen intra-team dynamics. Through her training, participants gain practical techniques to enhance collaboration, optimize talent, and build high-performing teams.

Growing up in an entrepreneurial family, Krista recognized early on that people are an organization's greatest asset. This insight fueled her passion for understanding the behavioral and motivational elements that make or break a team. As President of Competitive Edge, Inc., she not only sets corporate strategy and develops key partnerships but also serves as the company's lead trainer and consultant. Krista empowers individuals to uncover their true talents, achieve success, and find fulfillment—both professionally and personally. Krista is also a master trainer in Emotional Intelligence as well as Adaptability Intelligence.

"PEOPLE ARE YOUR ORGANIZATION'S VALUE. TO WIN, LEARN YOUR PLAYERS' ACTIONS AND REACTIONS — WHAT DRIVES THEM. THAT'S HOW YOU BUILD YOUR PLAYBOOK FOR SUCCESS."
—Krista Sheets

TECH REQUIREMENTS

A laptop or desktop computer with internet connection is required for this training. Additionally, a headset is recommended for the audio component. A smartphone, tablet, or iPad is not recommended for viewing the training materials. Our training is delivered via Zoom or your preferred virtual meeting platform.

ATTENDANCE POLICY

To receive your digital badge and certificate of completion in the DISC and Motivators Training, you must actively participate in all 5 online sessions, including virtual classroom activities, discussions, and offline work. We recommend you set aside at least one additional hour per day for intersession work. Please note, this program is designed for individual participation, and sharing a computer or workspace during the training is not permitted.

FINANCIAL INVESTMENT

$2,000