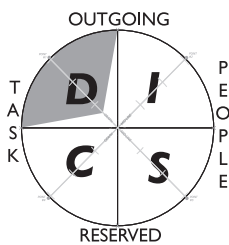
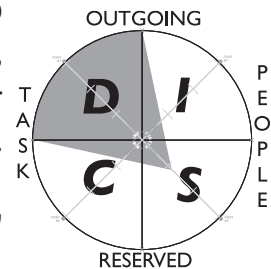


Look at this **DISC** illustration. Each of the **D**, **I**, **S**, and **C** quadrants has a line bisecting it. Think of this as the same line as the line in your **Basic Graph** for each of the corresponding **DISC** types. This means that the line that goes from the **D** quadrant to the **S** quadrant will be the line on which to plot your **D** and **S** graph points, and the line that goes from the **I** quadrant to the **C** quadrant will be the line on which to plot your **I** and **C** graphs. Keep reading!

1. a. Place your pen on **STARTING POINT 1** in the **D** quadrant. Now look at your **BASIC STYLE GRAPH** (i.e. **GRAPH II**). Find your **D** plotting point. Look at the approximate distance from the bottom of the **D** column graph up to the location of your **D** plotting point. Is it below or above the midline? Now move your pen from Point 1 towards the center of the quadrant, the same proportionate distance as the distance you just observed between the bottom of the **D** column graph and your **D** plotting point. Note: If your plotting point is above the midline, then the new point you place in your Kaleidoscope circle will be past the "GRAPH MIDLINE" shown in the circle. It will go all the way into another quadrant. Don't worry, you will see how all this works in a minute... plus, your Seminar Leader will help



you! Review: If your **D** is above the midline on your **BASIC STYLE GRAPH**, you will move all the way down the line into the **S** quadrant to place your dot. If your **D** is below the midline, your dot will remain in the **D** quadrant. Now place your dot!



b. Next, draw a line from your dot to the **X** under the word "OUTGOING" and to the **X** by "TASK".

c. Now color the area between these lines green for your **D** type.

2. a. Place your pen on **STARTING POINT 2** in the **I** quadrant. Follow the same procedure as you did in 1. a. above.

b. Next, Draw a line from your dot to the **X** under the word "OUTGOING" and to the **X** by "PEOPLE".

c. Now color the area between these lines red for your **I** type.

3. a. Place your pen on **STARTING POINT 3** in the **S** quadrant. Use the same procedure as in the previous quadrants.

b. Next, draw a line from your dot to the **X** above the word "RESERVED" and to the **X** by "PEOPLE".

c. Now color the area between these lines blue for your **S** type.

4. a. Place your pen on **STARTING POINT 4** in the **C** quadrant. Use the same procedure as in the previous quadrants.

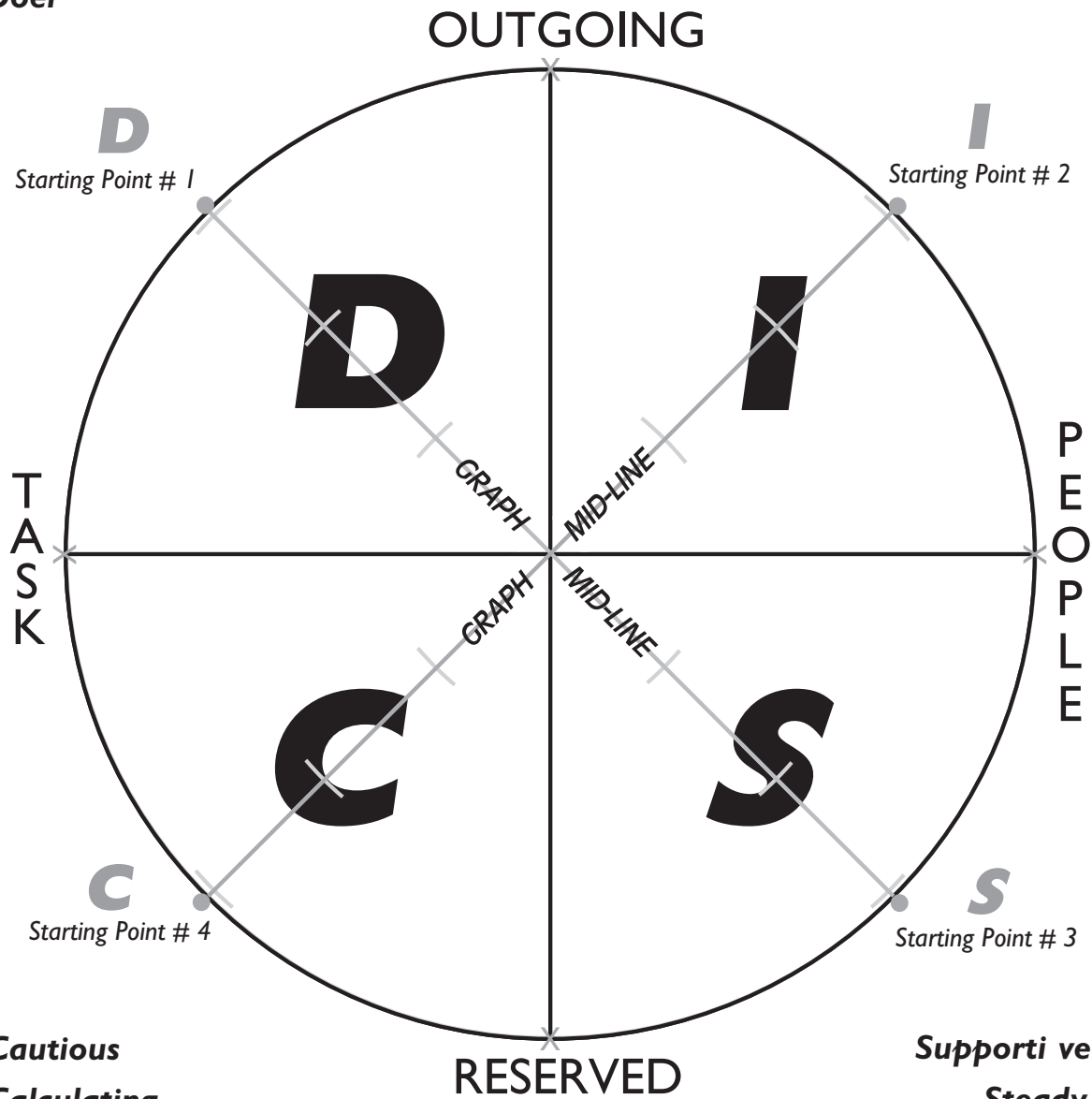
b. Next, draw a line from your dot to the **X** above the word "RESERVED" and to the **X** by "TASK".

c. Now color the area between these lines yellow for your **C** type.

If you have completed your Kaleidoscope correctly, you will have larger than one fourth of the circle colored for each type that is above the midline in your style. You will have less than one fourth of the circle colored for each type that is below the midline in your style. If you have more than one type above the midline, you will have some areas where the colors overlap in your Kaleidoscope. This shows that you will have areas in which you have more than one type from which to act or react at times. If you have types below the midline, you may also have areas of white without a color. These areas show blind spots - areas in that type that you don't naturally see. If the white area is in the **S** quadrant, for instance, look at the **S** traits to see possible blindspots for you. These are areas where it is important for you to learn to adapt, and it is helpful to have someone else "fill in the gaps" for you.

**Dominant**  
**Direct**  
**Demanding**  
**Decisive**  
**Determined**  
**Doer**

**Inspiring**  
**Influencing**  
**Impressionable**  
**Interactive**  
**Impressive**  
**Involved**



**Cautious**  
**Calculating**  
**Competent**  
**Conscientious**  
**Contemplative**  
**Careful**

**Supportive**  
**Steady**  
**Stable**  
**Sweet**  
**Status Quo**  
**Shy**

KEY POINT: The \_\_\_\_\_ quadrant is the area in which I need to grow.  
 Also it is in this quadrant I will find some of the secrets to my future success.