# DISC Personality Profile

## I: Influencing (Otter)
- **25% of people are EXPRESSIVE**
- Good talkers
- Outgoing
- Entertains others
- Impulsive
- Can waste time
- Won’t be quiet
- Loses sight of the task

## D: Dominant (Lion)
- **10% of people are DRIVERS**
- Takes charge
- Likes power
- Bold
- Bottom line
- Can hurt feelings
- Can turn people off
- Overlooks details

## S: Stable (Golden Retriever)
- **40% of people are AMIABLE**
- Steady
- Loyal
- Calm
- Understanding
- Slow to act
- Low profile
- Can seem unenthusiastic

## C: Compliant (Beaver)
- **25% of people are ANALYTICAL**
- Loves detail
- Very logical
- Factual
- Can seem rigid
- Resistant to change
- Too serious