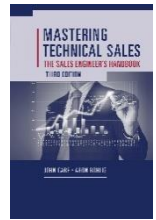


THE TRUSTED SALES ENGINEER  
WORKSHEET – “T” Scores



Customer / Customer Name		DISC / Colour
Title / Situation		

Factor	Score	Reality - Current State	Actions - Future State
Credibility (1-5)			
Reliability (1-5)			
Intimacy (1-5)			
Self (5-1)			
Positivity (0.5-1.33)			

(C R I – 1=Poor, 5=Good : S – 1=Good, 5=Poor)

$$T \square \square . \square = \left[ \frac{C \square + R \square + I \square}{S \square} \right] * P$$