

DISC TEST

We ask agents to take this DISC test for the sole purpose of providing agents with a business plan that we believe will help them to be the most successful agent they can be in the least amount of time. The results of this test have no bearing on an agent being offered the opportunity to join RE/MAX Right Choice. Please return your completed DISC test to your recruiter 24 hours prior to your scheduled meeting.

INSTRUCTIONS:

The DISC test is comprised of 4-word groups. When taking the test, please circle the corresponding letter of the word that is the **MOST** like you (the "M" at the top of the column stands for "Most"). Then of the remaining 3 words in the group, circle the letter that corresponds to the word that is the **LEAST** like you (The "L" at the top of the column stands for "Least"). **CIRCLE** one 'Most' and one 'Least' for each 4-word group. Be sure to circle the letter to the right of the word in the appropriate column, **NOT** the word!

Name: _____ Date: _____ Male _____ Female _____

	M L		M L		M L
Expressive	<input type="checkbox"/> I <input type="checkbox"/> I	High Spirited	<input type="checkbox"/> D <input type="checkbox"/> D	Adventurous	<input type="checkbox"/> D <input type="checkbox"/> D
Compliant	<input type="checkbox"/> C <input type="checkbox"/> C	Talkative	<input type="checkbox"/> I <input type="checkbox"/> I	Enthusiastic	<input type="checkbox"/> I <input type="checkbox"/> I
Forceful	<input type="checkbox"/> D <input type="checkbox"/> D	Good Natured	<input type="checkbox"/> S <input type="checkbox"/> S	Adaptable	<input type="checkbox"/> C <input type="checkbox"/> C
Restrained	<input type="checkbox"/> S <input type="checkbox"/> S	Softspoken	<input type="checkbox"/> C <input type="checkbox"/> C	Loyal	<input type="checkbox"/> S <input type="checkbox"/> S
Force of Character	<input type="checkbox"/> D <input type="checkbox"/> D	Contented	<input type="checkbox"/> S <input type="checkbox"/> S	Humble	<input type="checkbox"/> C <input type="checkbox"/> C
Careful	<input type="checkbox"/> C <input type="checkbox"/> C	Impatient	<input type="checkbox"/> D <input type="checkbox"/> D	Good Listener	<input type="checkbox"/> S <input type="checkbox"/> S
Emotional	<input type="checkbox"/> I <input type="checkbox"/> I	Convincing	<input type="checkbox"/> I <input type="checkbox"/> I	Entertaining	<input type="checkbox"/> I <input type="checkbox"/> I
Satisfied	<input type="checkbox"/> S <input type="checkbox"/> S	Resigned	<input type="checkbox"/> C <input type="checkbox"/> C	Will Power	<input type="checkbox"/> D <input type="checkbox"/> D
Correct	<input type="checkbox"/> C <input type="checkbox"/> C	Respectful	<input type="checkbox"/> C <input type="checkbox"/> C	Life of the Party	<input type="checkbox"/> I <input type="checkbox"/> I
Pioneering	<input type="checkbox"/> D <input type="checkbox"/> D	Good Mixer	<input type="checkbox"/> I <input type="checkbox"/> I	Obedient	<input type="checkbox"/> S <input type="checkbox"/> S
Easy Mark	<input type="checkbox"/> S <input type="checkbox"/> S	Aggressive	<input type="checkbox"/> D <input type="checkbox"/> D	Tolerant	<input type="checkbox"/> C <input type="checkbox"/> C
Influential	<input type="checkbox"/> I <input type="checkbox"/> I	Gentle	<input type="checkbox"/> S <input type="checkbox"/> S	Competitive	<input type="checkbox"/> D <input type="checkbox"/> D
Precise	<input type="checkbox"/> C <input type="checkbox"/> C	Poised	<input type="checkbox"/> I <input type="checkbox"/> I	Cautious	<input type="checkbox"/> C <input type="checkbox"/> C
Domineering	<input type="checkbox"/> D <input type="checkbox"/> D	Conventional	<input type="checkbox"/> C <input type="checkbox"/> C	Neighborly	<input type="checkbox"/> S <input type="checkbox"/> S
Willing	<input type="checkbox"/> S <input type="checkbox"/> S	Nervy	<input type="checkbox"/> D <input type="checkbox"/> D	Vigorous	<input type="checkbox"/> D <input type="checkbox"/> D
Attractive	<input type="checkbox"/> I <input type="checkbox"/> I	Accommodating	<input type="checkbox"/> S <input type="checkbox"/> S	Persuasive	<input type="checkbox"/> I <input type="checkbox"/> I
Even-tempered	<input type="checkbox"/> S <input type="checkbox"/> S	Confident	<input type="checkbox"/> I <input type="checkbox"/> I	Reserved	<input type="checkbox"/> S <input type="checkbox"/> S
Stimulating	<input type="checkbox"/> I <input type="checkbox"/> I	Cooperative	<input type="checkbox"/> C <input type="checkbox"/> C	Outspoken	<input type="checkbox"/> D <input type="checkbox"/> D
Fussy	<input type="checkbox"/> C <input type="checkbox"/> C	Argumentative	<input type="checkbox"/> D <input type="checkbox"/> D	Strict	<input type="checkbox"/> C <input type="checkbox"/> C
Determined	<input type="checkbox"/> D <input type="checkbox"/> D	Relaxed	<input type="checkbox"/> S <input type="checkbox"/> S	Eloquent	<input type="checkbox"/> I <input type="checkbox"/> I
Timid	<input type="checkbox"/> C <input type="checkbox"/> C	Restless	<input type="checkbox"/> D <input type="checkbox"/> D	Obliging	<input type="checkbox"/> S <input type="checkbox"/> S
Demanding	<input type="checkbox"/> D <input type="checkbox"/> D	Well Disciplined	<input type="checkbox"/> C <input type="checkbox"/> C	Animated	<input type="checkbox"/> I <input type="checkbox"/> I
Patient	<input type="checkbox"/> S <input type="checkbox"/> S	Inspiring	<input type="checkbox"/> I <input type="checkbox"/> I	Dogged	<input type="checkbox"/> D <input type="checkbox"/> D
Captivating	<input type="checkbox"/> I <input type="checkbox"/> I	Considerate	<input type="checkbox"/> S <input type="checkbox"/> S	Devout	<input type="checkbox"/> C <input type="checkbox"/> C
Open Minded	<input type="checkbox"/> C <input type="checkbox"/> C	Diplomatic	<input type="checkbox"/> C <input type="checkbox"/> C	Assertive	<input type="checkbox"/> D <input type="checkbox"/> D
Companionable	<input type="checkbox"/> I <input type="checkbox"/> I	Courageous	<input type="checkbox"/> D <input type="checkbox"/> D	Gregarious	<input type="checkbox"/> I <input type="checkbox"/> I
Kind	<input type="checkbox"/> S <input type="checkbox"/> S	Sympathetic	<input type="checkbox"/> S <input type="checkbox"/> S	Nonchalant	<input type="checkbox"/> S <input type="checkbox"/> S
Self-Reliant	<input type="checkbox"/> D <input type="checkbox"/> D	Optimistic	<input type="checkbox"/> I <input type="checkbox"/> I	Docile	<input type="checkbox"/> C <input type="checkbox"/> C
Agreeable	<input type="checkbox"/> C <input type="checkbox"/> C	Eager	<input type="checkbox"/> I <input type="checkbox"/> I	Outgoing	<input type="checkbox"/> I <input type="checkbox"/> I
Self Controlled	<input type="checkbox"/> S <input type="checkbox"/> S	Positive	<input type="checkbox"/> D <input type="checkbox"/> D	Bold	<input type="checkbox"/> D <input type="checkbox"/> D
Playful	<input type="checkbox"/> I <input type="checkbox"/> I	Lenient	<input type="checkbox"/> S <input type="checkbox"/> S	Moderate	<input type="checkbox"/> S <input type="checkbox"/> S
Persistent	<input type="checkbox"/> D <input type="checkbox"/> D	Exacting	<input type="checkbox"/> C <input type="checkbox"/> C	Perfectionist	<input type="checkbox"/> C <input type="checkbox"/> C