READ THE ROOM

A DISC WORKSHOP FOR MEETING PEOPLE WHERE THEY ARE

Workshop

HALF-DAY WORKSHOP · 3 HOURS

WORKSHOP DESCRIPTION

After this workshop, you will never look at people the same way again.

Not your colleagues. Not your manager. Not your spouse, your kids, or the person driving you crazy in every meeting. You'll understand something most people never figure out: everyone communicates the way they do for a reason. And when you understand the reason, you can meet them there. That's where influence lives.

Read the Room is built on DISC, one of the most widely used tools for understanding how people behave and communicate. Led by Justin Patton, a certified DISC practitioner, participants discover their own style, learn to quickly recognize the styles around them, and practice flexing their approach to create more trust and less friction.

And they don't just learn it from slides. Before anyone learns a single letter, the room has already shown how each style thinks, decides, and works together. That moment of recognition is the one people talk about for years.

You were already influencing people. **This workshop teaches you to do it on purpose.**





WHAT PARTICIPANTS WILL PRACTICE

- Understand your DISC style, including your strengths, blind spots, and how you handle pressure
- Quickly recognize the communication styles of the people around you
- Flex your approach to meet others where they are
- Apply DISC to a real relationship or team dynamic, including the one that frustrates you most
- Build a personal communication plan

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WORKSHOP DETAILS

TIMING
Half-day workshop. Three hours + breaks.

DELIVERY METHOD
In person or virtual

MATERIALS
A workbook and a personalized DISC assessment and report for every attendee.

PARTICIPANTS LEAVE WITH
A personal communication plan for flexing their style with the people who matter most.

PROGRAM BEST USED WHEN

- Your team wants to understand each other better
- Your team needs to collaborate and work together with less friction
- Your leaders want more influence by meeting people where they are
- You're forming a new team or cohort and want a shared language from day one
- Your managers struggle to connect with the different personalities on their teams







WHAT CLIENTS ARE SAYING

"This is our second leadership event with Justin. He's energetic, engaging, and his messaging is adaptable to all levels of our organization. We look forward to working with him again!"

GREG MACLEAN, *Vice President at Olympia Hotel Management Group*

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