

STYLE FLEXING OVER EMAIL

DISC Type	Characteristics	Email Communication Tips
D	Results-oriented, Direct, Decisive	Be concise and to the point, Highlight benefits and outcomes, Use bullet points for clarity, Avoid small talk
I	People-oriented, Enthusiastic, Persuasive	Be friendly and engaging, Use positive language, Include social proof or testimonials, Allow space for feedback or discussion
S	Cooperative, Sincere, Patient	Build rapport and show appreciation, Provide clear, organized information, Emphasize stability and support, Give time to process information
C	Detail-oriented, Analytical, Systematic	Provide thorough and accurate information, Focus on facts and data, Include charts or detailed explanations, Avoid emotional or overly casual language