

**General Services Administration
Federal Supply Service**

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage is: GSAAdvantage.gov

Schedule Title:

Training Aids, Devices & Instructor Led Training; Course Development; Test Administration

**FSC 6910 Instructional Print Media
FSC 6930 Training Devices and Instructor Led Training**

Contract Number: GS-02F-0026T

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov

Contract Period: December 5, 2006 through December 4, 2011

Contractor's name address, and phone number:



8873 Golf Circle
West Des Moines, Iowa 50266
TOLL FREE: 866-225-1249
TELEPHONE NUMBER: 515-987-7882
FAX: 515-987-7883

Contractor's internet address/web site where schedule information can be found:

www.inspiringsolutions.com

Contractor administration source:

Same as above.

Business Size:

Small

Customer Information

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1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SIN 27-200	Prepared Printed Instructional Material	See Appendix A
SIN 27-300	Prepared Audio & Visual Material	See Appendix B
SIN 27-400	Instructor-Led Training	See Appendix C
SIN 27-500	Course Development & Test Admin	See Appendix D

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

SIN 27-200 Prepared Printed Instructional Material

<u>Item #</u>	<u>Description</u>	<u>Commercial Price</u>	<u>GSA Price + 15% Disc</u>
W-800	EPIC Credits	\$2.75	\$2.35

1c. If the contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.

SIN 27-500 Course Development and Test Administration

Creation of a new course or customization of an Instructor Led course from our SIN 27-400

<u>Commercial Price</u>	<u>25% Discount</u>	<u>40% Discount</u>	<u>50% Discount</u>	<u>60% Discount</u>
\$150/hour ++	Up to 79 hours	80-120 hours	121-150 hours	151 or more hours

Subject Matter Expert:

Professional speaker, corporate training consultant, and bestselling author Michele Matt is a dynamic and highly effective presenter. Since 1989, Michele has specialized in the long-term care, insurance and a variety of service industries.

She has provided leadership for the National Speakers Association and the American Society for Training & Development. Michele is a Certified Speaking Professional, a designation earned by fewer than 10% of professional speakers worldwide.

2. **Maximum order:** \$1,000,000
3. **Minimum order:** \$100
4. **Geographic Coverage (delivery area):** Nationwide
5. **Point(s) of production (city, county, and State or foreign country):** Inspiring Solutions, Inc., West Des Moines, Iowa, USA
6. **Discount from list prices or statement of net price:** 15% - 45%, net prices listed
7. **Quantity discounts:** See attachment
8. **Prompt payment terms:** Net 30 days
9. **Acceptance of Government Credit Cards:**
 - a. Government purchase cards are accepted at or below the micro-purchase threshold.
 - b. Government purchase cards are accepted above the micro-purchase threshold.
10. **Foreign items:** Not applicable
- 11a. **Time of delivery:** Specified on each task order.
- 11b. **Expedited delivery:** Items available for expedited delivery are noted by + in this price list. Contact Inspiring Solutions at 866-225-1249 for overnight & 2-day delivery rates
- 11c. **Overnight and 2-day delivery:** Contact Inspiring Solutions at 866-225-1249 for overnight & 2-day delivery rates
- 11d. **Urgent requirements:** Not applicable
12. **F.O.B. point(s):** Inspiring Solutions, 8873 Golf Circle, West Des Moines, Iowa 50266 or Inscape Publishing, 6465 Wayzata Blvd., Suite 800, Minneapolis, MN 55426
- 13a. **Ordering address:** 8873 Golf Circle, West Des Moines, Iowa 50266
Toll Free: 866-225-1249 Fax: 515-987-7883
- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. **Payment address:** Payment via check/U.S. Mail
8873 Golf Circle, West Des Moines, IA 50266
15. **Warranty provision:**

Products - 100% money-back guarantee or credit towards future purchase within 30 days of purchase, less shipping costs.

Services - Any class cancelled more than 30 days before the scheduled event, a 100% refund will be issued. Any class cancelled within 30 days of the scheduled event, a 50% refund will be issued or the full amount is transferable to a future event.
16. **Export packing charges:** Not applicable.
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Not applicable.

- 18. Terms and conditions of rental, maintenance, and repair:** Not applicable
- 19. Terms and conditions of installation:** Not applicable
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:**
Not applicable
- 20a. Terms and conditions for any other services:** Not applicable
- 21. List of service and distribution points:** Not applicable
- 22. List of participating dealers:** Not applicable
- 23. Preventive maintenance:** Not applicable
- 24a. Special attributes such as environmental attributes:** Not applicable
- 24b. Section 508:** If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found. The EIT standards can be found at www.Section508.gov.
- 25. Data Universal Number System (DUNS) number:** 933990152
- 26. Central Contractor Registration (CCR) database:** Inspiring Solutions, Inc. is registered in the Central Contractor Registration (CCR) Database.

Appendix A: SIN 27-200

Item No.	Item Name	Commercial Price	GSA Price	GSA Discounts & Concessions	GSA Discounts & Concessions	GSA Discounts & Concessions
	SIN 27-200 Prepared Printed Instructional Material		15% Discount + Off Commercial Price	25% Discount + Off Commercial Price	30% Discount + Off Commercial Price	35% Discount + Off Commercial Price
P-588	Everything DiSC People-Reading Guides (set of 10)	\$40.00	\$34.00	250 or more sets - \$30.00		
C-888	DiSC Classic Profile - Paper	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
C-888-E	DiSC Classic Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		
C-888-P	DiSC Classic Plus Profile - EPIC Online	\$50.00	\$42.50	250 or more - \$37.50		
C-082	DiSC Management Action Planners (set of 10)	\$60.00	\$51.00	250 or more sets - \$45.00		
C-092	DiSC Customer Service Action Planners (set of 10)	\$60.00	\$51.00	250 or more sets - \$45.00		
C-172	DiSC Sales Action Planners (set of 10)	\$60.00	\$51.00	250 or more sets - \$45.00		
C-182	DiSC Managing Performance Action Planners (set of 10)	\$60.00	\$51.00	250 or more sets - \$45.00		
C-192	DiSC Talk! Action Planners (set of 10)	\$60.00	\$51.00	250 or more sets - \$45.00		
C-203	DiSC Preview (set of 25)	\$175.00	\$148.75	250 or more sets - \$131.25		
C-371	DiSC Relationship Profile - Paper	\$19.00	\$16.15	101-250 profiles - \$14.25	251-500 profiles - \$13.30	501 or more profiles - \$12.35
C-391	DiSC Personal Development Profile - Phrase Version	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
C-488-I	DiSC Indra Report: Individual	\$41.25	\$35.06	250 or more - \$30.94		
C-488-D	DiSC Indra Report: Dyad	\$22.00	\$18.70	250 or more - \$16.50		
C-488-G	DiSC Indra Report: Group	\$41.25	\$35.06	250 or more - \$30.94		
C-230	I-Sight (set of 25)	\$130.00	\$110.50	250 or more sets - \$97.50		
C-205	Role Behavior Analysis	\$17.00	\$14.45	250 or more - \$12.75		
P-034	Quick DiSC Card Game	\$76.00	\$64.60	250 or more - \$57.00		
C-463	Team Dimensions Profile - Paper	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
C-463-E	Team Dimensions Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		
C-251	Work Expectations Profile - Paper	\$19.00	\$16.15	101-250 profiles - \$14.25	251-500 profiles - \$13.30	501 or more profiles - \$12.35
C-251-E	Work Expectations Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		

C-345	Time Mastery Profile - Paper	\$19.00	\$16.15	101-250 profiles - \$14.25	251-500 profiles - \$13.30	501 or more profiles - \$12.35
C-345-E	Time Mastery Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		
C-298	Discovering Diversity Profile - Paper	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
C-298-E	Discovering Diversity Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		
C-317	Personal Listening Profile - Paper	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
C-317-E	Personal Listening Profile - EPIC Online	\$27.50	\$23.38	250 or more - \$20.63		
C-210	Personal Learning Insights Profile	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profile - \$11.05
C-260	Coping and Stress Profile	\$19.00	\$16.15	250 or more - \$14.25		
C-278	Dimensions of Leadership Profile	\$17.00	\$14.45	101-250 profiles - \$12.75	251-500 profiles - \$11.90	501 or more profiles - \$11.05
M-100	Motivational Leaders - Book	\$20.00	\$17.00	250 or more - \$15.00		
M-101	Magnetic Leadership - Book	\$20.00	\$17.00	250 or more - \$15.00		
U-172	Adventures in Attitudes Participant Guidebook	\$105.00	\$89.25	250 or more - \$78.75		
A-105	Attitude: The Choice is Yours - Workbook	\$20.00	\$17.00	250 or more - \$15.00		

Item No.	Item Name	Commercial Price	GSA Price	GSA Discounts & Concessions
	SIN 27-200 Prepared Printed Instructional Material		15% Discount +	25% Discount +
Q-588A	Everything DiSC Facilitation System	\$1,595.00	\$1,355.75	10 or more - \$1196.25
B-588A	Everything DiSC Facilitation System wo DVD	\$895.00	\$760.75	10 or more - \$671.25
C-888-F	DiSC Facilitator Report	\$41.25	\$35.06	10 or more - \$30.94
C-888-C	DiSC Group Culture Report	\$41.25	\$35.06	10 or more - \$30.94
B-888	DiSC Classic Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-888-03	DiSC Classic Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - \$116.25
B-488	DiSC Indra Facilitator Kit	\$480.00	\$408.00	10 or more - \$360.00
S-488	DiSC Indra Cards	\$45.00	\$38.25	10 or more - \$33.75
B-230	I-Sight Facilitator's Guide	\$60.00	\$51.00	10 or more - \$45.00
B-463	Team Dimensions Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-463-03	Team Dimensions Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - \$116.25
B-165	Hit the Mark Game Supplies	\$32.50	\$27.62	10 or more - \$24.38
I-B45	Hit the Mark Score Pads	\$4.30	\$3.65	10 or more - \$3.23
C-251	Work Expectations Group Report	\$41.25	\$35.06	10 or more - \$30.94
B-251	Work Expectations Facilitator's Kit	\$465.00	\$395.25	10 or more - \$348.75
B-251-03	Work Expectations Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - 116.25
C-345	Time Mastery Facilitator Report	\$41.25	\$35.06	10 or more - \$30.94
B-345	Time Mastery Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-345-03	Time Mastery Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - \$116.25

C-298	Discovering Diversity Group Report	\$41.25	\$35.06	10 or more - \$30.94
B-298	Discovering Diversity Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-298-03	Discovering Diversity Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - \$116.25
C-317	Personal Listening Facilitator's Profile	\$41.25	\$35.06	10 or more - \$30.94
B-317	Personal Listening Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-317-03	Personal Listening Presentation Materials on CD-ROM	\$155.00	\$131.75	10 or more - \$116.25
W-601	Core Profiles Presentation Materials on CD-ROM	\$650.00	\$552.50	10 or more - \$487.50
W-800	EPIC Credits	\$2.75	\$2.34	1000 or more - \$2.06
W-801	EPIC Online Set-up Costs with purchase of 250+ EPIC Credits	\$120.00	\$0.00	Free w/ purchase of 250+ Credits
B-210	Personal Learning Insights Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-260	Coping and Stress Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
B-278	Dimensions of Leadership Facilitator's Kit	\$480.00	\$408.00	10 or more - \$360.00
A-100	Activities to Enhance Good, Bad and Ugly Attitudes	\$75.00	\$63.75	10 or more - \$56.25
B-171	Adventures in Attitudes Facilitator's Kit	\$455.00	\$386.75	10 or more - \$341.25
P-071	Adventures in Attitudes Affirmation Cards (set of 72)	\$16.00	\$13.60	10 or more - \$12.00
A-106	Bad Apples: How to Deal with Difficult Attitudes Facilitator's Kit	\$695.00	\$590.75	10 or more - \$521.25
A-106-D	Bad Apples: How to Deal with Difficult Attitudes Complete Kit	\$895.00	\$760.75	10 or more - \$671.25

NOTE: + Plus any shipping costs negotiated between IS and the ordering Agency per the JTR.

Appendix B: SIN 27-300

Item No.	Item Name	Commercial Price	GSA Price	GSA Discounts & Concessions				
	SIN 27-300 Prepared Audio & Video Instructional Material		15% +	25% +	30% +	50% +	60% +	70% +
D-588	Everything DiSC DVD	\$895.00	\$760.76	10-100 - \$671.25	101-250 - \$626.50	251-500 - \$447.50	501-750 - \$358.00	751 or more - \$268.50
D-170	Adventures in Attitudes Audiocassettes	\$55.00	\$46.75	10-100 - \$41.25	101-250 - \$38.54	251-500 - \$27.50	501-750 - \$22.00	751 or more - \$16.50
A-101	Attitude: A Little Thing That Makes a BIG Difference - Video	\$129.95	\$110.45	10-100 - \$97.46	101-250 - \$90.97	251-500 - \$64.98	501-750 - \$51.98	751 or more - \$38.90
A-107	Either Way You're Right - Video	\$495.00	\$420.75	10-100 - \$371.25	101-250 - 346.51	251-500 - \$247.50	501-750 - \$198.00	751 or more - \$148.50
A-109	Serving Your Customers a Can-Do Attitude - Video	\$129.95	\$110.45	10-100 - \$97.46	101-250 - \$90.97	251-500 - \$64.98	501-750 - \$51.98	751 or more - \$38.90

NOTE: + Plus any shipping costs negotiated between IS and the ordering Agency per the JTR.

Appendix C: SIN 27-400

Course Title	Commercial Price	GSA Price	Course Description
SIN 27-400 Instructor Led Training		45% Discount	
Attitude: The Choice is Yours	\$1250/course ++	\$687.50/course ++	Your ATTITUDE, not your APTITUDE, determines your ALTITUDE in life. This dynamic program will help you channel the power within your job and your life.
Bad Apples: Dealing with Difficult Attitudes	\$1250/course ++	\$687.50/course ++	Manage conflict with confidence, resulting in a positive outcome.
Creativity is NOWHERE!	\$1250/course ++	\$687.50/course ++	To be competitive, businesses need to provide high quality products and services delivered in a customer-friendly, cost-effective and time-efficient manner.
DiSCover Strategies to Get Along and Get Things Done	\$1250/course ++	\$687.50/course ++	Good communication and appropriate interaction are key ingredients to relationships at work and home, whether it be with a co-worker, customer, team member, or family member.
Expectations: Management Strategies to Do What Matters Most	\$1250/course ++	\$687.50/course ++	This program will teach supervisors, managers and their employees how to achieve mutual appreciation and understanding for each other, along with higher productivity, morale, teamwork and job satisfaction.
Let's Start Meeting Like This	\$1250/course ++	\$687.50/course ++	Learn how to put together meeting agendas and conduct productive meetings without getting sidetracked.
Managing Conflict	\$1250/course ++	\$687.50/course ++	To manage conflict more effectively and create a quality environment, people have to be willing to understand why conflict occurs and demonstrate a variety of strategies for dealing with different people.
Peanut Butter: Presentation Skills that STICK!	\$2500/course ++	\$1375/course ++	This program provides practical tools and techniques to use before, during, and after a presentation.
Seek Comfort with Change	\$1250/course ++	\$687.50/course ++	You can't always control change, but you can control your response to it. Stress is a natural part of your personal and work life. Some aspects of it are positive in that the conditions leading to stress often get you to take action when you might not otherwise.
Service with a S.M.I.L.E.	\$1250/course ++	\$687.50/course ++	
Strategic Planning: A Proactive Process to Refocus and Recharge Leaders	\$1250/course ++	\$687.50/course ++	The importance of this process is that it enables you to help shape your organization's future rather than simply to prepare for its future.
Taking Time to Manage Your Time and Your Life	\$1250/course ++	\$687.50/course ++	This program is designed to address your needs for meeting the daily challenges of managing professional and personal responsibilities.
Teams that are Creative and C.A.R.E.	\$1250/course ++	\$687.50/course ++	Re-energize a new or existing team to increase productivity, enhance teamwork and reduce conflict.

NOTE: ++ Plus any participant material costs and the travel costs negotiated between IS and the ordering Agency per the JTR.

Appendix D: SIN 27-500

SIN 27-500 Course Development and Test Administration		25% Discount	40% Discount	50% Discount	60% Discount
Creation of a new course or customization of an Instructor Led course from our SIN 27-400	\$150/hour ++	Up to 79 hours	80-120 hours	121-150 hours	151 or more hours

NOTE: ++ Plus any participant material costs and the travel costs negotiated between IS and the ordering Agency per the JTR.

Appendix E: SIN 27-200 Item Description

Item No.	Item Name	Description
	SIN 27-200 Prepared Printed Instructional Material	
P-588	Everything DiSC People-Reading Guides (set of 10)	Use this handy, easy-to-use reference guide to identify the primary behavioral dimensions of people with whom you interact
C-888	DiSC Classic Profile - Paper	20-page assessment provides a non-judgmental language for exploring behavioral issues. It helps people explore behavior across four primary dimensions: Dominance, Influence, Steadiness and Conscientiousness
C-888-E	DiSC Classic Profile - EPIC Online	Customized assessment provides a non-judgmental language for exploring behavioral issues. It helps people explore behavior across four primary dimensions: Dominance, Influence, Steadiness and Conscientiousness
C-888-P	DiSC Classic Plus Profile - EPIC Online	Customized assessment provides six supplemental reports for management and/or sales professionals
C-082	DiSC Management Action Planners (set of 10)	Six-page action planner for managers to use when Directing, Coaching, Supporting, and Delegating
C-092	DiSC Customer Service Action Planners (set of 10)	Six-page action planner to better understand and meet customer's needs.
C-172	DiSC Sales Action Planners (set of 10)	Six-page action planner to improve negotiations and sales.
C-182	DiSC Managing Performance Action Planners (set of 10)	Six-page action planner to help managers Direct, Support, Combine or Empower.
C-192	DiSC Talk! Action Planners (set of 10)	Four-page action planner to help telephone professionals.
C-203	DiSC Preview (set of 25)	Short version to present DiSC as a practical and useful approach to understanding behavior.
C-371	DiSC Relationship Profile - Paper	2-profiles within one to help two people understand each other, reduce conflict and enhance communication.
C-391	DiSC Personal Development Profile - Phrase Version	Written at a sixth-grade reading level, it's easier to read and understand DiSC.
C-488-I	DiSC Indra Report: Individual	More advanced assessment highlights a person's primary behavioral styles.
C-488-D	DiSC Indra Report: Dyad	Comparison of two DiSC Indra Individual Profiles to measure compatability.
C-488-G	DiSC Indra Report: Group	Summary of multiple DiSC Indra Individual Profiles for team development
C-230	I-Sight (set of 25)	A short version of the DiSC profile written for young students.
C-205	Role Behavior Analysis	Create as a DiSC template for job qualification.
P-034	Quick DiSC Card Game	Entertaining card game to introduce learners to DiSC using four color-coded groups of words that describe D, I, S, or C behavioral dimensions.
C-463	Team Dimensions Profile - Paper	16-page assessment to help people work more effectively in teams in roles as Creator, Advancer, Refiner, Executor, and Flexer.
C-463-E	Team Dimensions Profile - EPIC Online	Customized assessment to identify an individual's contribution to a team.
C-251	Work Expectations Profile - Paper	36-page assessment to explore 10 key employment expectations: Autonomy, Balance, Career Growth, Diversity, Environment, Expression, Recognition, Stability, Structure, and Teamwork.
C-251-E	Work Expectations Profile - EPIC Online	Customized assessment to prioritize the importance and satisfaction of 10 key employment expectations.

C-345	Time Mastery Profile - Paper	36-page assessment of 12 time-related behavior in: Attitudes, Goals, Priorities, Analyzing, Planning, Scheduling, Interruptions, Meetings, Written Communications, Delegation, Procrastination, Team Time
C-345-E	Time Mastery Profile - EPIC Online	Customized assessment of 12 time-related behaviors.
C-298	Discovering Diversity Profile - Paper	16-page assessment to explore diversity issues in four key areas: Knowledge, Understanding, Acceptance, and Behavior.
C-298-E	Discovering Diversity Profile - EPIC Online	Customized assessment, suggestions for improvement, and an expanded action plan to help people capitalize on differences.
C-317	Personal Listening Profile - Paper	16-page assessment helps people discover their preferred or most natural approach to listening.
C-317-E	Personal Listening Profile - EPIC Online	Customized assessment provides a narrative feedback of strengths and growth areas for each communication style.
C-210	Personal Learning Insights Profile	16-page assessment to explore three key aspects of learning: Purpose, Structure and Activity.
C-260	Coping and Stress Profile	32-page assessment to help people manage personal and work stress, explore coping in four areas of life: Personal, Work, Couple, and Family.
C-278	Dimensions of Leadership Profile	20-page assessment to explore 12 dimensions of leadership through four aspects: Character, Analysis, Accomplishment, and Interaction.
M-100	Motivational Leaders - Book	This book shares heartwarming experiences of overcoming adversity, of mentors who believed in someone else and made a difference, and of being the underdog and persevering under adverse circumstances.
M-101	Magnetic Leadership - Book	A collection of expert consultants, trainers and speakers share secrets that attract people to your leadership.
U-172	Adventures in Attitudes Participant Guidebook	Used in a course to empower people to choose their own attitude and achieve greater personal satisfaction and professional success.
A-105	Attitude: The Choice is Yours - Workbook	A best-selling book to help people understand how attitude impacts their life, relationships and results at work and home.
Q-588A	Everything DiSC Facilitation System	The most powerful tool ever built to be used with DiSC. Eight major training resources are built in such as scripted seminars, presentation materials, profiles, action planners and DVD.
B-588A	Everything DiSC Facilitation System wo DVD	The most powerful tool ever built to be used with DiSC. Eight major training resources are built in such as scripted seminars, presentation materials, profiles, action planners.
C-888-F	DiSC Facilitator Report	A composite of your group's DiSC styles. Illustrates the group's distribution of DiSC styles, its Classical Pattern distribution and how each style may affect the culture within the group or organization.
C-888-C	DiSC Group Culture Report	A composite of your group's DiSC styles to explore the group's culture, its advantages and disadvantages, and examine its influence on decision making and risk taking.
B-888	DiSC Classic Facilitator's Kit	Trainer's Manual, Scripted Seminar, Presentation Materials and two Profiles
B-888-03	DiSC Classic Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the DiSC Classic profiles.
B-488	DiSC Indra Facilitator Kit	Trainer's Manual, Scripted Seminar, a set of 32 DiSC Indra Cards and Presentation Material
S-488	DiSC Indra Cards	Set of 32 laminated cards
B-230	I-Sight Facilitator's Guide	Trainer's instructions and exercises to use with the I-Sight Profile.
B-463	Team Dimensions Facilitator's Kit	Trainer's Manual, Scripted Seminar, Presentation Material, Hit the Mark Game and two Profiles
B-463-03	Team Dimensions Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the Team Dimensions Profile.

B-165	Hit the Mark Game Supplies	Game sticks, star stickers, chips, ruler and one score pad
I-B45	Hit the Mark Score Pads	Used with the Hit the Mark game.
C-251	Work Expectations Group Report	A composite of your group's response to the Work Expectations Profile.
B-251	Work Expectations Facilitator's Kit	Trainer's Manual, Scripted Seminar, Presentation Material and two Profiles
B-251-03	Work Expectations Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the Work Expectations Profile.
C-345	Time Mastery Facilitator Report	A composite of your group's response to the Time Mastery Profile.
B-345	Time Mastery Facilitator's Kit	Trainer's Manual, Scripted Seminar, Presentation Materials and two Profiles
B-345-03	Time Mastery Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the Time Mastery Profile.
C-298	Discovering Diversity Group Report	A composite of your group's response to the Discovering Diversity Profile
B-298	Discovering Diversity Facilitator's Kit	Trainer's Manual, Scripted Seminar, Reproducible Handouts, PowerPoint and two Profiles
B-298-03	Discovering Diversity Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the Discovering Diversity Profile.
C-317	Personal Listening Facilitator's Profile	A composite of your group's response to the Personal Listening Profile.
B-317	Personal Listening Facilitator's Kit	Trainer's Manual, Scripted Seminar, Reproducible Handouts, PowerPoint and two Profiles
B-317-03	Personal Listening Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with the Personal Listening Profile.
W-601	Core Profiles Presentation Materials on CD-ROM	Powerpoint and reproducible handouts for use with all the profiles.
W-800	EPIC Credits	The unit used to generate online profiles and reports on EPIC (Electronic Profile Information Center).
W-801	EPIC Online Set-up Costs with purchase of 250+ EPIC Credits	A one-time charge to obtain your own secure access to EPIC (Electronic Profile Information Center). This gives you complete control of the administration of online profiles and reports from any computer, any where in the world.
B-210	Personal Learning Insights Facilitator's Kit	Trainer's Manual, Scripted Seminar, Reproducible Handouts, PowerPoint and two Profiles
B-260	Coping and Stress Facilitator's Kit	Trainer's Manual, Scripted Seminar, Reproducible Handouts, PowerPoint and two Profiles
B-278	Dimensions of Leadership Facilitator's Kit	Trainer's Manual, Scripted Seminar, Reproducible Handouts, PowerPoint and two Profiles
A-100	Activities to Enhance Good, Bad and Ugly Attitudes	50 Reproducible Handouts and Exercises for training and meetings.
B-171	Adventures in Attitudes Facilitator's Kit	Trainer's Manual, Participant Guidebook, a set of Affirmation Cards, a stopwatch and a canvas tote bag
P-071	Adventures in Attitudes Affirmation Cards (set of 72)	3 types of cards used in the Adventures in Attitude Course: I Am, I Can, and I Will
A-106	Bad Apples: How to Deal with Difficult Attitudes Facilitator's Kit	Scripted Seminar, Reproducible Handouts, PowerPoint and Video for use in a group class or for individual self-study.
A-106-D	Bad Apples: How to Deal with Difficult Attitudes Complete Kit	Scripted Seminar, Reproducible Handouts, PowerPoint, Video and DVD for use in a group class or for individual self-study

Appendix F: SIN 27-300 Item Description

Item No.	Item Name	Description
	SIN 27-300 Prepared Audio & Video Instructional Material	
D-588	Everything DiSC DVD	Over one hour of new training video in 68 individually selectable segments with optional English and Spanish subtitles.
D-170	Adventures in Attitudes Audiotapes	A set of four cassette tapes to review the key concepts, strategies and insights shared in the Adventures in Attitudes course.
A-101	Attitude: A Little Thing That Makes a BIG Difference - Video	A 30-minute training video that challenges you to improve life results by positively gaining control over your attitude, in any environment.
A-107	Either Way You're Right - Video	This 12-minute inspiring video is a message of hope for people who let their perceived limitations get in the way of success. Even the most pessimistic viewers will learn how to set their sights higher--both personally and professionally
A-109	Serving Your Customers a Can-Do Attitude - Video	This 30-minutes training video serves up all the tips and techniques--including a five-step process--for delivering customer service with the kind of can-do attitude that keeps customers coming back.