

Lesson #	Week/Day	TITLE
-4	Week 0 Day 1	Keep your work area clean
-3	Week 0 Day 2	Habits
-2	Week 0 Day 3	Confidence
-1	Week 0 Day 4	Feed Your Family
	Onboarding Day 1	Onboard Personal Development
	Onboarding Day 2	Onboarding In-Home Behavior
	Onboarding Day 3	Onboard DISC Self Awareness
	Onboarding Day 4	Onboard Sales and Service
	Onboarding Day 5	Weekly Recap and Quiz
1	Week 1 Day 1	Everyone Nees A Coach
2	Week 1 Day 2	Your Day is Won at Home
3	Week 1 Day 3	DISC: A Human Performance System
4	Week 1 Day 4	Add-On Sales
5	Week 1 Day 5	Weekly Recap and Quiz
6	Week 2 Day 1	A Blue Collar Is A Noble Collar
7	Week 2 Day 2	Win The Day At The Shop
8	Week 2 Day 3	DISC Fight
9	Week 2 Day 4	Not Asking Hurts The Clients
10	Week 2 Day 5	Weekly Recap and Quiz
11	Week 3 Day 1	Tech vs College
12	Week 3 Day 2	Business Is Theater
13	Week 3 Day 3	DISC: D' Attributes
14	Week 3 Day 4	Social Media
15	Week 3 Day 5	Weekly Recap and Quiz
16	Week 4 Day 1	Good Impression
17	Week 4 Day 2	Arriving At The Jobsite
18	Week 4 Day 3	I' Attributes
19	Week 4 Day 4	Educate Your Client
20	Week 4 Day 5	Weekly Recap and Quiz
21	Week 5 Day 1	Your Attitude Determines Your Altitude
22	Week 5 Day 2	Ringing The Doorbell
23	Week 5 Day 3	S' Attributes
24	Week 5 Day 4	Salesy
25	Week 5 Day 5	Weekly Recap and Quiz
26	Week 6 Day 1	First Interaction
27	Week 6 Day 2	Bridge The Gap
28	Week 6 Day 3	C' Attributes
29	Week 6 Day 4	Easy Add-On Sales
30	Week 6 Day 5	Weekly Recap and Quiz
31	Week 7 Day 1	Criticism
32	Week 7 Day 2	Behavior With Female Clients
33	Week 7 Day 3	DISC to Manage
34	Week 7 Day 4	Your Relationship With Money
35	Week 7 Day 5	Weekly Recap and Quiz
36	Week 8 Day 1	Leaders Are Readers
37	Week 8 Day 2	Set Realistic Expectations
38	Week 8 Day 3	DISC Stages
39	Week 8 Day 4	Sales Script
40	Week 8 Day 5	Weekly Recap and Quiz

41	Week 9 Day 1	Time
42	Week 9 Day 2	Be Nice To Estimators
43	Week 9 Day 3	DISC To Resolve Conflict
44	Week 9 Day 4	Role Playing
45	Week 9 Day 5	Weekly Recap and Quiz
46	Week 10 Day 1	You Are Responsible For Your Success
47	Week 10 Day 2	Property Protection
48	Week 10 Day 3	DISC To Better Serve Clients
49	Week 10 Day 4	Add-On Game Plan
50	Week 10 Day 5	Weekly Recap and Quiz
51	Week 11 Day 1	Stand Out In Your Profession
52	Week 11 Day 2	Technology Usage On Site
53	Week 11 Day 3	DISC As A Sales Tool
54	Week 11 Day 4	Feed Your Family
55	Week 11 Day 5	Weekly Recap and Quiz
56	Week 12 Day 1	Blue Collar Matters
57	Week 12 Day 2	Job Walks
58	Week 12 Day 3	DISC: Own Your Own BS.
59	Week 12 Day 4	Paula the Pro and Chuck in a Truck
60	Week 12 Day 5	Weekly Recap and Quiz
61	Week 13 Day 1	Know What You Want
62	Week 13 Day 2	Do Not Covet
63	Week 13 Day 3	Mini DISC Meetings
64	Week 13 Day 4	Listen!
65	Week 13 Day 5	Weekly Recap and Quiz
66	Week 14 Day 1	Finding a Mentor
67	Week 14 Day 2	The Teach
68	Week 14 Day 3	DISC and Evil
69	Week 14 Day 4	Master Sales
70	Week 14 Day 5	Weekly Recap and Quiz
71	Week 15 Day 1	Drama
72	Week 15 Day 2	Female Clients
73	Week 15 Day 3	DISC Knowledge
74	Week 15 Day 4	The Client is not an Adversary
75	Week 15 Day 5	Weekly Recap and Quiz
76	Week 16 Day 1	Community
77	Week 16 Day 2	Material Value
78	Week 16 Day 3	DISC Awareness
79	Week 16 Day 4	The Job Walk
80	Week 16 Day 5	Weekly Recap and Quiz
81	Week 17 Day 1	Culture of Excellence
82	Week 17 Day 2	GUTS Program
83	Week 17 Day 3	DISC: Difficult D's
84	Week 17 Day 4	Convince Vs. Convey
85	Week 17 Day 5	Weekly Recap and Quiz
86	Week 18 Day 1	Decompress
87	Week 18 Day 2	Extras
88	Week 18 Day 3	DISC: Flighty I's
89	Week 18 Day 4	Crossing The Line
90	Week 18 Day 5	Weekly Recap and Quiz
91	Week 19 Day 1	Personal Goals
92	Week 19 Day 2	Shoe Covers
93	Week 19 Day 3	DISC: Stoic 'S'
94	Week 19 Day 4	Sales Script
95	Week 19 Day 5	Weekly Recap and Quiz
96	Week 20 Day 1	Daily Planner
97	Week 20 Day 2	Good Vibrations
98	Week 20 Day 3	DISC: Critical C's
99	Week 20 Day 4	Small Sales Add Up
100	Week 20 Day 5	Weekly Recap and Quiz

101	Week 21 Day 1	Clean Slate
102	Week 21 Day 2	Noise
103	Week 21 Day 3	DISC: "Bad" Traits
104	Week 21 Day 4	Manufactured Client Excitement
105	Week 21 Day 5	Weekly Recap and Quiz
106	Week 22 Day 1	Client's Names
107	Week 22 Day 2	Reputation
108	Week 22 Day 3	DISC: The 'D' Personality
109	Week 22 Day 4	Healthy Sales
110	Week 22 Day 5	Weekly Recap and Quiz
111	Week 23 Day 1	Eulogy
112	Week 23 Day 2	Strengths and Weaknesses
113	Week 23 Day 3	DISC - The 'I' Personality
114	Week 23 Day 4	Demonstration
115	Week 23 Day 5	Weekly Recap and Quiz
116	Week 24 Day 1	Goals
117	Week 24 Day 2	Clean Work Area
118	Week 24 Day 3	DISC - The 'S' Personality
119	Week 24 Day 4	On Their Team
120	Week 24 Day 5	Weekly Recap and Quiz
121	Week 25 Day 1	Be On Time
122	Week 25 Day 2	Ask Questions
123	Week 25 Day 3	C' Personality Traits
124	Week 25 Day 4	Don't Talk Too Much
125	Week 25 Day 5	Weekly Recap and Quiz
126	Week 26 Day 1	Self Talk
127	Week 26 Day 2	Client Sign Off
128	Week 26 Day 3	DISC: How To Work With a 'D'
129	Week 26 Day 4	Ask For The Sale
130	Week 26 Day 5	Weekly Recap and Quiz
131	Week 27 Day 1	Good Tech
132	Week 27 Day 2	Self Expression
133	Week 27 Day 3	DISC: How to work with an 'I'.
134	Week 27 Day 4	Rejection
135	Week 27 Day 5	Weekly Recap and Quiz
136	Week 28 Day 1	Introvert Vs. Extrovert
137	Week 28 Day 2	Service Experience
138	Week 28 Day 3	DISC: How to work with an 'S'.
139	Week 28 Day 4	Options
140	Week 28 Day 5	Weekly Recap and Quiz
141	Week 29 Day 1	The Power of Community
142	Week 29 Day 2	Grandma's House
143	Week 29 Day 3	DISC: How to work with a 'C'
144	Week 29 Day 4	Objections
145	Week 29 Day 5	Weekly Recap and Quiz
146	Week 30 Day 1	Be a Mentor
147	Week 30 Day 2	Mimic Client
148	Week 30 Day 3	DISC Opposites
149	Week 30 Day 4	More Objections
150	Week 30 Day 5	Weekly Recap and Quiz
151	Week 31 Day 1	Wearing a Suit
152	Week 31 Day 2	Staying Organized
153	Week 31 Day 3	DISC: "D" Interacting With an 'I'
154	Week 31 Day 4	Be Direct
155	Week 31 Day 5	Weekly Recap and Quiz
156	Week 32 Day 1	How To Quit
157	Week 32 Day 2	Be Clean
158	Week 32 Day 3	DISC: 'D' Interacting With an 'S'
159	Week 32 Day 4	Strong Presentation Skills
160	Week 32 Day 5	Weekly Recap and Quiz

161	Week 33 Day 1	Carpe Diem
162	Week 33 Day 2	Stay Off The Grass
163	Week 33 Day 3	DISC: 'D' Interacting With a 'C'.
164	Week 33 Day 4	Natural At Sales
165	Week 33 Day 5	Weekly Recap and Quiz
166	Week 34 Day 1	Have A Strong "Why"
167	Week 34 Day 2	Interacting With Clients
168	Week 34 Day 3	DISC: 'D' Interacting With a 'D'
169	Week 34 Day 4	Price vs. Sales Ability
170	Week 34 Day 5	Weekly Recap and Quiz
171	Week 35 Day 1	Believe In Yourself
172	Week 35 Day 2	Clients Like You
173	Week 35 Day 3	DISC: 'I' Interacting With a "D".
174	Week 35 Day 4	Why People Buy
175	Week 35 Day 5	Weekly Recap and Quiz
176	Week 36 Day 1	Hard Things
177	Week 36 Day 2	In Home Safety
178	Week 36 Day 3	DISC: "I" Interacting With an "I"
179	Week 36 Day 4	Don't Throw The Competition Under The Bus
180	Week 36 Day 5	Weekly Recap and Quiz
181	Week 37 Day 1	Not Asking Is The Biggest Mistake
182	Week 37 Day 2	Approaching The Job Site
183	Week 37 Day 3	DISC: 'I' Interacting With an 'S'
184	Week 37 Day 4	Salesmanship Is Showmanship
185	Week 37 Day 5	Weekly Recap and Quiz
186	Week 38 Day 1	Beware Of Your Social Media Presence
187	Week 38 Day 2	Gas Station Behavior
188	Week 38 Day 3	DISC: 'I' Interacting With a 'C'
189	Week 38 Day 4	Sales Tools Organized
190	Week 38 Day 5	Weekly Recap and Quiz
191	Week 39 Day 1	Habits
192	Week 39 Day 2	Clean Work Area
193	Week 39 Day 3	DISC: 'S' Interacting With a 'D'
194	Week 39 Day 4	Confidence
195	Week 39 Day 5	Weekly Recap and Quiz
196	Week 40 Day 1	Written Goals
197	Week 40 Day 2	Help Clients Refer You
198	Week 40 Day 3	DISC: 'S' Interacting With an 'I'
199	Week 40 Day 4	Keep Up With Your Industry
200	Week 40 Day 5	Weekly Recap and Quiz
201	Week 41 Day 1	Measuring Habits
202	Week 41 Day 2	Social Distancing In Home
203	Week 41 Day 3	DISC: 'S' Interacting With an 'S'
204	Week 41 Day 4	Humble Sells
205	Week 41 Day 5	Weekly Recap and Quiz
206	Week 42 Day 1	Do The Work
207	Week 42 Day 2	Property Protection
208	Week 42 Day 3	DISC: 'S' Interacting With a 'C'
209	Week 42 Day 4	Don't Be Afraid To Ask For The Sale
210	Week 42 Day 5	Weekly Recap and Quiz
211	Week 43 Day 1	Your Why
212	Week 43 Day 2	Voice Inflection
213	Week 43 Day 3	DISC: 'C' Interacting With a 'D'
214	Week 43 Day 4	Idiot Client
215	Week 43 Day 5	Weekly Recap and Quiz
216	Week 44 Day 1	Just Hired
217	Week 44 Day 2	Tool Bag
218	Week 44 Day 3	DISC: 'C' Interacting With an 'I'
219	Week 44 Day 4	Be Nice And Helpful
220	Week 44 Day 5	Weekly Recap and Quiz

221	Week 45 Day 1	What Are You Reading
222	Week 45 Day 2	Angry Clients
223	Week 45 Day 3	DISC: 'C' Interacting With a 'S'
224	Week 45 Day 4	Principles
225	Week 45 Day 5	Weekly Recap and Quiz
226	Week 46 Day 1	Law of the Inner Circle
227	Week 46 Day 2	Pet Safety
228	Week 46 Day 3	DISC: 'C' Interating with a 'C"
229	Week 46 Day 4	Soft Sell Is Educating
230	Week 46 Day 5	Weekly Recap and Quiz
231	Week 47 Day 1	Green Grass
232	Week 47 Day 2	Worried Client
233	Week 47 Day 3	DISC's Two Questions
234	Week 47 Day 4	Time Is Money - No Soft Sell
235	Week 47 Day 5	Weekly Recap and Quiz
236	Week 48 Day 1	Money
237	Week 48 Day 2	Dirt and Dust
238	Week 48 Day 3	DISC Style
239	Week 48 Day 4	Re-frame The Scope Of Work- No Time For Money
240	Week 48 Day 5	Weekly Recap and Quiz
241	Week 49 Day 1	Innovation
242	Week 49 Day 2	Project Management
243	Week 49 Day 3	DISC: Mimic Your Client's Style
244	Week 49 Day 4	Set Realistic Expectations
245	Week 49 Day 5	Weekly Recap and Quiz
246	Week 50 Day 1	Goals
247	Week 50 Day 2	Personal Space
248	Week 50 Day 3	DISC: 'D' Fears
249	Week 50 Day 4	Supersize It
250	Week 50 Day 5	Weekly Recap and Quiz
251	Week 51 Day 1	Measure Progress
252	Week 51 Day 2	Language
253	Week 51 Day 3	DISC: 'I' Fears
254	Week 51 Day 4	Know Your Numbers
255	Week 51 Day 5	Weekly Recap and Quiz
256	Week 52 Day 1	Strength Zone
257	Week 52 Day 2	Social and Political Views
258	Week 52 Day 3	DISC: 'S' Fears
259	Week 52 Day 4	Sales Math
260	Week 52 Day 5	Weekly Recap and Quiz
261	Week 53 Day 1	Habits
262	Week 53 Day 2	Smell
263	Week 53 Day 3	DISC: 'C' Fears
264	Week 53 Day 4	Sales Are Good
265	Week 53 Day 5	Weekly Recap and Quiz
266	Week 54 Day 1	Time
267	Week 54 Day 2	Little Things
268	Week 54 Day 3	DISC: Selling
269	Week 54 Day 4	You Are A Teacher
270	Week 54 Day 5	Weekly Recap and Quiz
271	Week 55 Day 1	Process vs. Outcomes
272	Week 55 Day 2	Where To Park
273	Week 55 Day 3	DISC: Managing Conflict
274	Week 55 Day 4	Role Playing
275	Week 55 Day 5	Weekly Recap and Quiz
276	Week 56 Day 1	Funeral
277	Week 56 Day 2	White Glove
278	Week 56 Day 3	DISC: 'I' Selling
279	Week 56 Day 4	Awareness
280	Week 56 Day 5	Weekly Recap and Quiz

281	Week 57 Day 1	1000 Days
282	Week 57 Day 2	Helpers
283	Week 57 Day 3	DISC: 'D' Selling
284	Week 57 Day 4	Selling Ain't Tellin'
285	Week 57 Day 5	Weekly Recap and Quiz
286	Week 58 Day 1	How Nice Are You
287	Week 58 Day 2	Control Your Frequency
288	Week 58 Day 3	DISC: 'S' Selling
289	Week 58 Day 4	Be The Expert or know your numbers
290	Week 58 Day 5	Weekly Recap and Quiz
291	Week 59 Day 1	Mental Toughness
292	Week 59 Day 2	You Are Scary
293	Week 59 Day 3	DISC: 'C' Selling
294	Week 59 Day 4	Prove Don't Tell
295	Week 59 Day 5	Weekly Recap and Quiz
296	Week 60 Day 1	Handling Criticism
297	Week 60 Day 2	Setting Expectations
298	Week 60 Day 3	DISC Recap
299	Week 60 Day 4	Knowledge Is Power
300	Week 60 Day 5	Weekly Recap and Quiz
301	Week 61 Day 1	Blissful Dissatisfaction
302	Week 61 Day 2	Personal Space
303	Week 61 Day 3	DISC Profiles
304	Week 61 Day 4	Show Empathy
305	Week 61 Day 5	Weekly Recap and Quiz
306	Week 62 Day 1	What Do They Say
307	Week 62 Day 2	The Owner Owns The Home
308	Week 62 Day 3	Culture of DISC
309	Week 62 Day 4	Most People Do Not Buy On Price
310	Week 62 Day 5	Weekly Recap and Quiz
311	Week 63 Day 1	Read and Podcasts
312	Week 63 Day 2	Relate To The Client
313	Week 63 Day 3	DISC: Personal
314	Week 63 Day 4	Master The Livingroom
315	Week 63 Day 5	Weekly Recap and Quiz
316	Week 64 Day 1	You Matter
317	Week 64 Day 2	Never Argue
318	Week 64 Day 3	Know Everyone's DISC Profile
319	Week 64 Day 4	Don't Lie
320	Week 64 Day 5	Weekly Recap and Quiz
321	Week 65 Day 1	Everyone Needs a Coach
322	Week 65 Day 2	Arriving At The Job Site
323	Week 65 Day 3	Self Awareness
324	Week 65 Day 4	Selling Is Not Bad
325	Week 65 Day 5	Weekly Recap and Quiz
326	Week 66 Day 1	Stacking
327	Week 66 Day 2	Photos, Videos, and Posting
328	Week 66 Day 3	DISC - Not An Excuse
329	Week 66 Day 4	Add-On Sale
330	Week 66 Day 5	Weekly Recap and Quiz
331	Week 67 Day 1	Your Why
332	Week 67 Day 2	Property Protection
333	Week 67 Day 3	Self Awareness
334	Week 67 Day 4	Practice
335	Week 67 Day 5	Weekly Recap and Quiz
336	Week 68 Day 1	Not Asking Is The Biggest Mistake
337	Week 68 Day 2	Approaching The Job Site
338	Week 68 Day 3	DISC: Your Secondary Score
339	Week 68 Day 4	Salesmanship Is Showmanship

340	Week 68 Day 5	Weekly Recap and Quiz
341	Week 69 Day 1	Daily Agenda
342	Week 69 Day 2	Noise
343	Week 69 Day 3	DISC For Service
344	Week 69 Day 4	Money Motivation
345	Week 69 Day 5	Weekly Recap and Quiz
346	Week 70 Day 1	Self Talk
347	Week 70 Day 2	Grooming
348	Week 70 Day 3	DISC: D's Service
349	Week 70 Day 4	Objections
350	Week 70 Day 5	Weekly Recap and Quiz
351	Week 71 Day 1	Who Are You?
352	Week 71 Day 2	How Nice Are You?
353	Week 71 Day 3	DISC: I's Service
354	Week 71 Day 4	Take Away Sale
355	Week 71 Day 5	Weekly Recap and Quiz
356	Week 72 Day 1	Stay In The Field
357	Week 72 Day 2	Where To Stand
358	Week 72 Day 3	DISC: S's Service
359	Week 72 Day 4	Sales Tools
360	Week 72 Day 5	Weekly Recap and Quiz
361	Week 73 Day 1	Good At Home
362	Week 73 Day 2	Conflict
363	Week 73 Day 3	DISC: 'C' Service
364	Week 73 Day 4	Ask For Reviews
365	Week 73 Day 5	Weekly Recap and Quiz
366	Week 74 Day 1	Commit To Excellence
367	Week 74 Day 2	Treat Them Well
368	Week 74 Day 3	DISC Review
369	Week 74 Day 4	Stress Free Selling
370	Week 74 Day 5	Weekly Recap and Quiz
371	Week 75 Day 1	Personal Pride
372	Week 75 Day 2	Smile
373	Week 75 Day 3	Ways To Communicate Using DISC
374	Week 75 Day 4	Objections
375	Week 75 Day 5	Weekly Recap and Quiz
376	Week 76 Day 1	Battle Ready
377	Week 76 Day 2	5 Star Service
378	Week 76 Day 3	DISC: People vs Tasks
379	Week 76 Day 4	5 Point System
380	Week 76 Day 5	Weekly Recap and Quiz
381	Week 77 Day 1	Deep Work
382	Week 77 Day 2	What Do They Want
383	Week 77 Day 3	DISC - Environmental vs Real
384	Week 77 Day 4	Goals and Quotas For You
385	Week 77 Day 5	Weekly Recap and Quiz
386	Week 78 Day 1	Victim
387	Week 78 Day 2	80/20 Pareto Principle
388	Week 78 Day 3	DISC Pace
389	Week 78 Day 4	WOW Them at the Front Door
390	Week 78 Day 5	Weekly Recap and Quiz
391	Week 79 Day 1	Focus Inward
392	Week 79 Day 2	Nervous
393	Week 79 Day 3	DISC: 'D' Personality Traits
394	Week 79 Day 4	Better Life
395	Week 79 Day 5	Weekly Recap and Quiz
396	Week 80 Day 1	How To Quit

397	Week 80 Day 2	Listen
398	Week 80 Day 3	DISC: 'I' Personality Traits
399	Week 80 Day 4	Be Happy
400	Week 80 Day 5	Weekly Recap and Quiz
401	Week 81 Day 1	Business Is Theater
402	Week 81 Day 2	Budget
403	Week 81 Day 3	DISC: 'S' Personality Traits
404	Week 81 Day 4	Disservice
405	Week 81 Day 5	Weekly Recap and Quiz
406	Week 82 Day 1	Ask
407	Week 82 Day 2	Language
408	Week 82 Day 3	DISC: 'C' Personality Traits
409	Week 82 Day 4	Be Good
410	Week 82 Day 5	Weekly Recap and Quiz
411	Week 83 Day 1	Blind Spots
412	Week 83 Day 2	Female Clients
413	Week 83 Day 3	DISC Benefits
414	Week 83 Day 4	Relationships
415	Week 83 Day 5	Weekly Recap and Quiz
416	Week 84 Day 1	Time
417	Week 84 Day 2	Cleanliness
418	Week 84 Day 3	DISC: Own It
419	Week 84 Day 4	Selling Is Asking Questions
420	Week 84 Day 5	Weekly Recap and Quiz
421	Week 85 Day 1	Remember
422	Week 85 Day 2	Break It - Own It
423	Week 85 Day 3	DISC: The 'D' Skillset
424	Week 85 Day 4	Body Language
425	Week 85 Day 5	Weekly Recap and Quiz
426	Week 86 Day 1	Shoot For The Stars
427	Week 86 Day 2	How Much Paint Costs
428	Week 86 Day 3	DISC: 'D' Service
429	Week 86 Day 4	Sales as a Career
430	Week 86 Day 5	Weekly Recap and Quiz
431	Week 87 Day 1	Accountable
432	Week 87 Day 2	Arriving at a Job Site
433	Week 87 Day 3	DISC: 'I' Service
434	Week 87 Day 4	Asking Questions
435	Week 87 Day 5	Weekly Recap and Quiz
436	Week 88 Day 1	Reputation
437	Week 88 Day 2	Sweetest Sound
438	Week 88 Day 3	Know Yourself
439	Week 88 Day 4	Sales Presentation
440	Week 88 Day 5	Weekly Recap and Quiz
441	Week 89 Day 1	Extreme Ownership
442	Week 89 Day 2	Chuck and Paul Revisited
443	Week 89 Day 3	DISC: What Winning Looks Like
444	Week 89 Day 4	Closing
445	Week 89 Day 5	Weekly Recap and Quiz
446	Week 90 Day 1	Frequency
447	Week 90 Day 2	Bedside Manner
448	Week 90 Day 3	DISC: Losing
449	Week 90 Day 4	Ethical Sales
450	Week 90 Day 5	Weekly Recap and Quiz
451	Week 91 Day 1	% Potential
452	Week 91 Day 2	Their Shoes
453	Week 91 Day 3	DISC: 'D' Words
454	Week 91 Day 4	Assumptive Sales
455	Week 91 Day 5	Weekly Recap and Quiz

456	Week 92 Day 1	Why
457	Week 92 Day 2	Voice Intonation
458	Week 92 Day 3	DISC: 'I' Words
459	Week 92 Day 4	Sales Presentation
460	Week 92 Day 5	Weekly Recap and Quiz
461	Week 93 Day 1	Stop Playing Small
462	Week 93 Day 2	Their House
463	Week 93 Day 3	DISC: 'S' Words
464	Week 93 Day 4	Sell Your Convictions
465	Week 93 Day 5	Weekly Recap and Quiz
466	Week 94 Day 1	Ego
467	Week 94 Day 2	Noise
468	Week 94 Day 3	DISC: 'C' Words
469	Week 94 Day 4	Solve Problems
470	Week 94 Day 5	Weekly Recap and Quiz
471	Week 95 Day 1	Obedience
472	Week 95 Day 2	Air Allergies
473	Week 95 Day 3	DISC: 'D' Attributes
474	Week 95 Day 4	Fear In Selling
475	Week 95 Day 5	Weekly Recap and Quiz
476	Week 96 Day 1	Less Is More
477	Week 96 Day 2	Smell
478	Week 96 Day 3	DISC: 'I' Attributes
479	Week 96 Day 4	Sherlock Holmes Gets Paid
480	Week 96 Day 5	Weekly Recap and Quiz
481	Week 97 Day 1	Little Kid Dreams
482	Week 97 Day 2	Notebook
483	Week 97 Day 3	DISC: 'S' Attributes
484	Week 97 Day 4	Team Needs You
485	Week 97 Day 5	Weekly Recap and Quiz
486	Week 98 Day 1	Be, Do Have
487	Week 98 Day 2	Elderly Clients
488	Week 98 Day 3	DISC: 'C' Attributes
489	Week 98 Day 4	Consultant vs. Sales Person
490	Week 98 Day 5	Weekly Recap and Quiz
491	Week 99 Day 1	Lazy Thinking
492	Week 99 Day 2	Mick vs. Tom
493	Week 99 Day 3	DISC: Secondary Scores
494	Week 99 Day 4	Dress For Success
495	Week 99 Day 5	Weekly Recap and Quiz
496	Week 100 Day 1	Focus Issues
497	Week 100 Day 2	Service Call Goal
498	Week 100 Day 3	DISC: Negative 'D' Traits
499	Week 100 Day 4	The Professor
500	Week 100 Day 5	Weekly Recap and Quiz
501	Week 101 Day 1	Discipline
502	Week 101 Day 2	Lost and Found
503	Week 101 Day 3	DISC: Negative 'I' Traits
504	Week 101 Day 4	Attitude About Sales
505	Week 101 Day 5	Weekly Recap and Quiz
506	Week 102 Day 1	Life Hacks
507	Week 102 Day 2	No BS
508	Week 102 Day 3	DISC: Negative 'S' Traits
509	Week 102 Day 4	Don't Knock The Competition
510	Week 102 Day 5	Weekly Recap and Quiz
511	Week 103 Day 1	What Do You Contribute?
512	Week 103 Day 2	Grooming
513	Week 103 Day 3	DISC: Negative 'C' Traits
514	Week 103 Day 4	Don't Sell On Price
515	Week 103 Day 5	Weekly Recap and Quiz

516	Week 104 Day 1	If You Help Enough People
516	Week 104 Day 2	No Driveway!
518	Week 104 Day 3	DISC: Reading People
519	Week 104 Day 4	No Objections
520	Week 104 Day 5	Weekly Recap and Quiz
521	Week 105 Day 1	Inner Circle
522	Week 105 Day 2	You Are On Camera
523	Week 105 Day 3	DISC: 'D' Traits
524	Week 105 Day 4	Analogy
525	Week 105 Day 5	Weekly Recap and Quiz
526	Week 106 Day 1	Change
527	Week 106 Day 2	Personal Space
528	Week 106 Day 3	DISC: 'I' Traits
529	Week 106 Day 4	Seven Step Sales Process: Step 1
530	Week 106 Day 5	Weekly Recap and Quiz
531	Week 107 Day 1	Do The Work
532	Week 107 Day 2	Wealthy Clients
533	Week 107 Day 3	DISC: 'S' Traits
534	Week 107 Day 4	Seven Step Sales Process: Step 2
535	Week 107 Day 5	Weekly Recap and Quiz
536	Week 108 Day 1	Try It
537	Week 108 Day 2	Odor
538	Week 108 Day 3	DISC: 'C' Traits
539	Week 108 Day 4	Seven Step Sales Process: Step 3
540	Week 108 Day 5	Weekly Recap and Quiz
541	Week 109 Day 1	Not My Job
542	Week 109 Day 2	Client Concerns
543	Week 109 Day 3	DISC: 'D' Service Style
544	Week 109 Day 4	Seven Step Sales Process: Step 4: Identify the Problem
545	Week 109 Day 5	Weekly Recap and Quiz
546	Week 110 Day 1	Stop Being Critical
547	Week 110 Day 2	Punctuality
548	Week 110 Day 3	DISC: 'I' Service Style
549	Week 110 Day 4	Seven Step Sales Process: Step 5: Outline a Solution
550	Week 110 Day 5	Weekly Recap and Quiz
551	Week 111 Day 1	Be Responsible
552	Week 111 Day 2	Client Fears
553	Week 111 Day 3	DISC: 'S' Service Style
554	Week 111 Day 4	Seven Step Sales Process: Step 6: Share The Investment
555	Week 111 Day 5	Weekly Recap and Quiz
556	Week 112 Day 1	Friends
557	Week 112 Day 2	Little Extras
558	Week 112 Day 3	DISC: 'C' Service Style
559	Week 112 Day 4	Seven Step Sales Process: Step 7: Overcoming Objections
560	Week 112 Day 5	Weekly Recap and Quiz
561	Week 113 Day 1	Daily Routine
562	Week 113 Day 2	Bathroom Systems
563	Week 113 Day 3	DISC: 'D' Communication Style
564	Week 113 Day 4	Commit To Serving
565	Week 113 Day 5	Weekly Recap and Quiz
566	Week 114 Day 1	Play Loose
567	Week 114 Day 2	Social Media
568	Week 114 Day 3	DISC: 'I' Communication Style
569	Week 114 Day 4	Sell Happy
570	Week 114 Day 5	Weekly Recap and Quiz
571	Week 115 Day 1	The Future Is Ours
572	Week 115 Day 2	Photos, Videos, and Posting
573	Week 115 Day 3	DISC: 'S' Communication Style
574	Week 115 Day 4	"For Them" or "To Them"

575	Week 115 Day 5	Weekly Recap and Quiz
576	Week 116 Day 1	Mental Health
577	Week 116 Day 2	Temper
578	Week 116 Day 3	DISC: 'C' Communication Style
579	Week 116 Day 4	Pressure
580	Week 116 Day 5	Weekly Recap and Quiz
581	Week 117 Day 1	More Chuck and Paul
582	Week 117 Day 2	Different Cultures and Languages
583	Week 117 Day 3	DISC: Working With a 'D'.
584	Week 117 Day 4	Sales Presentation
585	Week 117 Day 5	Weekly Recap and Quiz
586	Week 118 Day 1	Can You Be Led?
587	Week 118 Day 2	Know The Value
588	Week 118 Day 3	DISC: Working With an 'I'.
589	Week 118 Day 4	Pride In Sales
590	Week 118 Day 5	Weekly Recap and Quiz
591	Week 119 Day 1	Self Image
592	Week 119 Day 2	Communicating
593	Week 119 Day 3	DISC: Working With a 'S' Personality
594	Week 119 Day 4	Benefits
595	Week 119 Day 5	Weekly Recap and Quiz
596	Week 120 Day 1	Guard Your Time
597	Week 120 Day 2	Confident Not Cocky
598	Week 120 Day 3	DISC: Working With A 'C' Personality
599	Week 120 Day 4	Have a Plan
600	Week 120 Day 5	Weekly Recap and Quiz
601	Week 121 Day 1	Good At Home
602	Week 121 Day 2	Call On The Way There
603	Week 121 Day 3	DISC: The 'D' Manager and Owner
604	Week 121 Day 4	Opening Dialogue
605	Week 121 Day 4	Weekly Recap and Quiz
606	Week 122 Day 1	The Invisible Tool Bag
607	Week 122 Day 2	Follow Up On Promises
608	Week 122 Day 3	DISC: The 'I' Manager and Owner
609	Week 122 Day 4	No Assumptions
610	Week 122 Day 5	Weekly Recap and Quiz
611	Week 123 Day 1	Expert
612	Week 123 Day 2	Unreasonable Clients
613	Week 123 Day 3	DISC: Working With 'S' Owners and Managers
614	Week 123 Day 4	Showcase Success
615	Week 123 Day 5	Weekly Recap and Quiz
616	Week 124 Day 1	The One Thing
617	Week 124 Day 2	Sketchy Situations
618	Week 124 Day 3	DISC: Working With 'C' Managers and Owners
619	Week 124 Day 4	Pure Motive Service
620	Week 124 Day 5	Weekly Recap and Quiz
621	Week 125 Day 1	Consistency
622	Week 125 Day 2	Kids and Pets
623	Week 125 Day 3	DISC: 'D' Positives and Negatives
624	Week 125 Day 4	What Should We Do?
625	Week 125 Day 5	Weekly Recap and Quiz
626	Week 126 Day 1	Visualization
627	Week 126 Day 2	Air-Borne Allergens
628	Week 126 Day 3	DISC: 'I' Traits To Be Aware Of
629	Week 126 Day 4	The Easiest Sale
630	Week 126 Day 5	Weekly Recap and Quiz
631	Week 127 Day 1	Don't Compare

632	Week 127 Day 2	Don't Judge Clients
633	Week 127 Day 3	S' Attributes
634	Week 127 Day 4	People Buy To Not Lose Out
635	Week 127 Day 5	Weekly Recap and Quiz
636	Week 128 Day 1	Shop Time
637	Week 128 Day 2	Uncomfortable Situations
638	Week 128 Day 3	DISC: 'C' Personality Attributes
639	Week 128 Day 4	Role Play Presentations
640	Week 128 Day 5	Weekly Recap and Quiz
641	Week 129 Day 1	Raise Your Standards
642	Week 129 Day 2	Dumping Your Problems On The Client
643	Week 129 Day 3	DISC: Anger Issues
644	Week 129 Day 4	Talk To The Decision Maker
645	Week 129 Day 5	Weekly Recap and Quiz
646	Week 130 Day 1	Guard Your Words
647	Week 130 Day 2	First Two Minutes of a Job
648	Week 130 Day 3	DISC: - Control Not Change
649	Week 130 Day 4	Sell The Sizzle
650	Week 130 Day 5	Weekly Recap and Quiz
651	Week 131 Day 1	Self Esteem
652	Week 131 Day 2	Ask For Reviews
653	Week 131 Day 3	DISC: Win Over A 'D'
654	Week 131 Day 4	Know Your Motivation
655	Week 131 Day 5	Weekly Recap and Quiz
656	Week 132 Day 1	No Excuses
657	Week 132 Day 2	Trash
658	Week 132 Day 3	DISC: Win over an 'S' Personality
659	Week 132 Day 4	Build Trust
660	Week 132 Day 5	Weekly Recap and Quiz
661	Week 133 Day 1	The Power of Concentration
662	Week 133 Day 2	Communicate
663	Week 133 Day 3	DISC: Win over an 'C'
664	Week 133 Day 4	Educate
665	Week 133 Day 5	Weekly Recap and Quiz
666	Week 134 Day 1	Funeral
667	Week 134 Day 2	Health Concerns
668	Week 134 Day 3	DISC: 'D' Attributes
669	Week 134 Day 4	Don't Sell Drill Bits
670	Week 134 Day 5	Weekly Recap and Quiz
671	Week 135 Day 1	Please and Thank You
672	Week 135 Day 2	Don't Forget Things
673	Week 135 Day 3	I' Traits
674	Week 135 Day 4	What Do They Want
675	Week 135 Day 5	Weekly Recap and Quiz
676	Week 136 Day 1	Self Care
677	Week 136 Day 2	Multiple Techs
678	Week 136 Day 3	DISC 'S' Characteristics
679	Week 136 Day 4	Role Playing
680	Week 136 Day 5	Weekly Recap and Quiz
681	Week 137 Day 1	Your Ego
682	Week 137 Day 2	Front Door Theater
683	Week 137 Day 3	DISC 'C' Attributes
684	Week 137 Day 4	Selling Service
685	Week 137 Day 5	Weekly Recap and Quiz
686	Week 138 Day 1	Little Things
687	Week 138 Day 2	Names
688	Week 138 Day 3	DISC Secondary Score
689	Week 138 Day 4	Using DISC to Sell
690	Week 138 Day 5	Weekly Recap and Quiz

691	Week 139 Day 1	Inner Voice
692	Week 139 Day 2	Pre-Job Call
693	Week 139 Day 3	Strength Zone
694	Week 139 Day 4	Selling to an 'I' Client
695	Week 139 Day 5	Weekly Recap and Quiz
696	Week 140 Day 1	Sleep
697	Week 140 Day 2	First Impression
698	Week 140 Day 3	DISC - Weak Zone
699	Week 140 Day 4	Selling to a 'S' Client
700	Week 140 Day 5	Weekly Recap and Quiz
701	Week 141 Day 1	Help Your Team
702	Week 141 Day 2	How Do I Become More Memorable?
703	Week 141 Day 3	D's Fuel - Winning
704	Week 141 Day 4	Selling to a 'C' Client
705	Week 141 Day 5	Weekly Recap and Quiz
706	Week 142 Day 1	Not Good At Home
707	Week 142 Day 2	Breaking Something
708	Week 142 Day 3	I's Fuel = Fun
709	Week 142 Day 4	No
710	Week 142 Day 5	Weekly Recap and Quiz
711	Week 143 Day 1	Fear Of Failure
712	Week 143 Day 2	Jobsite Habits
713	Week 143 Day 3	The 'S' Fuel is Stability
714	Week 143 Day 4	Decision Maker
715	Week 143 Day 5	Weekly Recap and Quiz
716	Week 144 Day 1	Anger
717	Week 144 Day 2	Secret Weapon
718	Week 144 Day 3	C' Fuel is Being Right
719	Week 144 Day 4	Opportunity Next Time
720	Week 144 Day 5	Weekly Recap and Quiz
721	Week 145 Day 1	20x You
722	Week 145 Day 2	Documentation
723	Week 145 Day 3	Comparing D's and C's
724	Week 145 Day 4	Options
725	Week 145 Day 5	Weekly Recap and Quiz
726	Week 146 Day 1	Control Your Mind
727	Week 146 Day 2	Lurking Client
728	Week 146 Day 3	Comparing I's and S's
729	Week 146 Day 4	Ask Questions
730	Week 146 Day 5	Weekly Recap and Quiz
731	Week 147 Day 1	Think Big While Doing Small Things
732	Week 147 Day 2	Good Choices
733	Week 147 Day 3	SUCCESS
734	Week 147 Day 4	Rainmaker Credo
735	Week 147 Day 5	Weekly Recap and Quiz
736	Week 148 Day 1	Positive Self Talk
737	Week 148 Day 2	Client Sign Off
738	Week 148 Day 3	Blind Spots
739	Week 148 Day 4	100% Happy = Review
740	Week 148 Day 5	Weekly Recap and Quiz
741	Week 149 Day 1	Ask Questions
742	Week 149 Day 2	Special Efforts
743	Week 149 Day 3	Serving With DISC
744	Week 149 Day 4	Don't Talk Over Your Client
745	Week 149 Day 5	Weekly Recap and Quiz
746	Week 150 Day 1	Not About You
747	Week 150 Day 2	Horizontal Surfaces
748	Week 150 Day 3	DISC - Confrontation
749	Week 150 Day 4	Problem Solver
750	Week 150 Day 5	Weekly Recap and Quiz

751	Week 151 Day 1	Self Talk 2nd Person
752	Week 151 Day 2	Bathroom
753	Week 151 Day 3	DISC Training Tool
754	Week 151 Day 4	Listen!
755	Week 151 Day 5	Weekly Recap and Quiz
756	Week 152 Day 1	Accountability
757	Week 152 Day 2	Before Educate - After Excuse
758	Week 152 Day 3	Task - People
759	Week 152 Day 4	Nervous/Scared
760	Week 152 Day 5	Weekly Recap and Quiz
761	Week 153 Day 1	Everyone Needs a Coach
762	Week 153 Day 2	Your Day Is Won And Lost At Home
763	Week 153 Day 3	The Big Picture of DISC
764	Week 153 Day 4	Add On's and Reviews
765	Week 153 Day 5	Weekly Recap and Quiz
766	Week 154 Day 1	A Blue Collar Is A Noble Collar
767	Week 154 Day 2	Win The Day At The Shop
768	Week 154 Day 3	DISC Fight
769	Week 154 Day 4	Not Asking Hurts The Clients
770	Week 154 Day 5	Weekly Recap and Quiz
771	Week 155 Day 1	Tech vs College
772	Week 155 Day 2	Business Is Theater
773	Week 155 Day 3	D' Attributes
774	Week 155 Day 4	Social Media
775	Week 155 Day 5	Weekly Recap and Quiz
776	Week 156 Day 1	Good Impression
777	Week 156 Day 2	Arriving At The Jobsite
778	Week 156 Day 3	I' Attributes
779	Week 156 Day 4	Educate Your Client
780	Week 156 Day 5	Weekly Recap and Quiz
781	Week 157 Day 1	Your Attitude Determines Your Altitude
782	Week 157 Day 2	Ringing The Doorbell
783	Week 157 Day 3	S' Attributes
784	Week 157 Day 4	Salesy
785	Week 157 Day 5	Weekly Recap and Quiz
786	Week 158 Day 1	First Interaction
787	Week 158 Day 2	Bridge The Gap
788	Week 158 Day 3	C' Attributes
789	Week 158 Day 4	Easy Add-On Sales
790	Week 158 Day 5	Weekly Recap and Quiz
791	Week 159 Day 1	Criticism
792	Week 159 Day 2	Female Clients
793	Week 159 Day 3	DISC To Manage
794	Week 159 Day 4	Your Relationship With Money
795	Week 159 Day 5	Weekly Recap and Quiz
796	Week 160 Day 1	Leaders Are Readers
797	Week 160 Day 2	Set Realistic Expectations
798	Week 160 Day 3	DISC Stages
799	Week 160 Day 4	Using a Sales Script
800	Week 160 Day 5	Weekly Recap and Quiz
801	Week 161 Day 1	Time
802	Week 161 Day 2	Be Nice To Estimators
803	Week 161 Day 3	DISC To Resolve Conflict
804	Week 161 Day 4	Role Playing
805	Week 161 Day 5	Weekly Recap and Quiz
806	Week 162 Day 1	You Are Responsible For Your Success
807	Week 162 Day 2	Property Protection
808	Week 162 Day 3	DISC To Serve Clients
809	Week 162 Day 4	Add-On Game Plan
810	Week 162 Day 5	Weekly Recap and Quiz

811	Week 163 Day 1	Stand Out In Your Profession
812	Week 163 Day 2	Technology Usage On Site
813	Week 163 Day 3	DISC As A Sales Tool
814	Week 163 Day 4	Feed Your Family
815	Week 163 Day 5	Weekly Recap and Quiz
816	Week 164 Day 1	Blue Collar Matters
817	Week 164 Day 2	Job Walks
818	Week 164 Day 3	Own Your Own BS!
819	Week 164 Day 4	Paula the Pro and Chuck in a Truck
820	Week 164 Day 5	Weekly Recap and Quiz
821	Week 165 Day 1	You Know What You Want
822	Week 165 Day 2	Do Not Covet
823	Week 165 Day 3	Mini DISC Meetings
824	Week 165 Day 4	Listen!
825	Week 165 Day 5	Weekly Recap and Quiz
826	Week 166 Day 1	Finding a Mentor
827	Week 166 Day 2	The Teach
828	Week 166 Day 3	DISC and Evil
829	Week 166 Day 4	Master Sales
830	Week 166 Day 5	Weekly Recap and Quiz
831	Week 167 Day 1	Drama
832	Week 167 Day 2	Female Clients
833	Week 167 Day 3	DISC Knowledge
834	Week 167 Day 4	The Client is not an Adversary
835	Week 167 Day 5	Weekly Recap and Quiz
836	Week 168 Day 1	Community
837	Week 168 Day 2	Material Value
838	Week 168 Day 3	DISC Awareness
839	Week 168 Day 4	Job Walk
840	Week 168 Day 5	Weekly Recap and Quiz
841	Week 169 Day 1	Culture of Excellence
842	Week 169 Day 2	GUTS Program
843	Week 169 Day 3	DISC: Difficult "D's"
844	Week 169 Day 4	Convince vs Convey
845	Week 169 Day 5	Weekly Recap and Quiz
846	Week 170 Day 1	Decompress
847	Week 170 Day 2	Extras
848	Week 170 Day 3	DISC: Flighty "I's"
849	Week 170 Day 4	Crossing the Line
850	Week 170 Day 5	Weekly Recap and Quiz
851	Week 171 Day 1	Personal Goals
852	Week 171 Day 2	Shoe Covers
853	Week 171 Day 3	DISC: Stoic 'S'
854	Week 171 Day 4	Sales Script
855	Week 171 Day 5	Weekly Recap and Quiz
856	Week 172 Day 1	Daily Planner
857	Week 172 Day 2	Good Vibrations
858	Week 172 Day 3	DISC - Critical "C's"
859	Week 172 Day 4	Small Sales Add Up
860	Week 172 Day 5	Weekly Recap and Quiz
861	Week 173 Day 1	Clean Slate
862	Week 173 Day 2	Noise
863	Week 173 Day 3	Bad' Traits
864	Week 173 Day 4	"Manufacture" Client Excitement
865	Week 173 Day 5	Weekly Recap and Quiz
866	Week 174 Day 1	Client's Name
867	Week 174 Day 2	Reputation
868	Week 174 Day 3	D' Personality Traits
869	Week 174 Day 4	Healthy Sales
870	Week 174 Day 5	Weekly Recap and Quiz

871	Week 175 Day 1	Eulogy
872	Week 175 Day 2	Strengths and Weaknesses
873	Week 175 Day 3	I' Personality Type
874	Week 175 Day 4	Demonstration
875	Week 175 Day 5	Weekly Recap and Quiz
876	Week 176 Day 1	Goals
877	Week 176 Day 2	Clean Work Area
878	Week 176 Day 3	S' Personality Traits
879	Week 176 Day 4	On Your Team
880	Week 176 Day 5	Weekly Recap and Quiz
881	Week 177 Day 1	Be On Time
882	Week 177 Day 2	Ask Questions
883	Week 177 Day 3	C' Personality Traits
884	Week 177 Day 4	Don't Talk Too Much
885	Week 177 Day 5	Weekly Recap and Quiz
886	Week 178 Day 1	Self-Talk
887	Week 178 Day 2	Client Sign Off
888	Week 178 Day 3	Working With a 'D'
889	Week 178 Day 4	Ask For The Sale
890	Week 178 Day 5	Weekly Recap and Quiz
891	Week 179 Day 1	Good Tech
892	Week 179 Day 2	Self Expression
893	Week 179 Day 3	DISC: How to work with an 'I'
894	Week 179 Day 4	Rejection
895	Week 179 Day 5	Weekly Recap and Quiz
896	Week 180 Day 1	Introvert vs Extrovert
897	Week 180 Day 2	Service Experience
898	Week 180 Day 3	How To Work with an 'S'
899	Week 180 Day 4	Options
900	Week 180 Day 5	Weekly Recap and Quiz
901	Week 181 Day 1	Power of Community
902	Week 181 Day 2	Grandma's House
903	Week 181 Day 3	Working With a 'C'
904	Week 181 Day 4	Objections
905	Week 181 Day 5	Week Recap and Quiz
906	Week 182 Day 1	Be a Mentor
907	Week 182 Day 2	Mimic Client
908	Week 182 Day 3	DISC Opposites
909	Week 182 Day 4	Objections
910	Week 182 Day 5	Weekly Recap and Quiz
911	Week 183 Day 1	Wearing a Suit
912	Week 183 Day 2	Staying Organized
913	Week 183 Day 3	DISC: 'D' Interacting with an 'I'
914	Week 183 Day 4	Be Direct
915	Week 183 Day 5	Weekly Recap and Quiz
916	Week 184 Day 1	How To Quit
917	Week 184 Day 2	Be Clean
918	Week 184 Day 3	DISC: 'D' Interacting with an 'S'
919	Week 184 Day 4	Strong Presentation Skills
920	Week 184 Day 5	Weekly Recap and Quiz
921	Week 185 Day 1	Carpe Diem
922	Week 185 Day 2	Stay Off The Grass
923	Week 185 Day 3	DISC: 'D' Interacting with a 'C'
924	Week 185 Day 4	Natural at Sales
925	Week 185 Day 5	Weekly Recap and Quiz
926	Week 186 Day 1	Have a Strong 'Why'
927	Week 186 Day 2	Interacting with Clients
928	Week 186 Day 3	DISC: 'D' Interacting with a 'D'
929	Week 186 Day 4	Price vs Sales Ability
930	Week 186 Day 5	Weekly Recap and Quiz

931	Week 187 Day 1	Believe In Yourself
932	Week 187 Day 2	Clients Like You
933	Week 187 Day 3	DISC: 'I' Interacting with a 'D'
934	Week 187 Day 4	Why People Buy
935	Week 187 Day 5	Weekly Recap and Quiz
936	Week 188 Day 1	Hard Things
937	Week 188 Day 2	In-Home Safety
938	Week 188 Day 3	DISC: 'I' Interacting With an 'I'
939	Week 188 Day 4	Don't Throw The Competition Under The Bus
940	Week 188 Day 5	Weekly Recap and Quiz
941	Week 189 Day 1	Not Asking Is The Biggest Mistake
942	Week 189 Day 2	Approaching The Job Site
943	Week 189 Day 3	DISC: 'I' Interacting With a 'S'
944	Week 189 Day 4	Salesmanship Is Showmanship
945	Week 189 Day 5	Weekly Recap and Quiz
946	Week 190 Day 1	Beware Of Your Social Media Presence
947	Week 190 Day 2	Gas Station Behavior
948	Week 190 Day 3	DISC: 'I' Interacting with a 'C'
949	Week 190 Day 4	Sales Tools Organized
950	Week 190 Day 5	Weekly Recap and Quiz
951	Week 191 Day 1	Habits
952	Week 191 Day 2	Clean Work Area
953	Week 191 Day 3	DISC: 'S' Interacting with a 'D'
954	Week 191 Day 4	Confidence
955	Week 191 Day 5	Weekly Recap and Quiz
956	Week 192 Day 1	Written Goals
957	Week 192 Day 2	Help Clients Refer You
958	Week 192 Day 3	DISC: 'S' Interacting with an 'I'
959	Week 192 Day 4	Keeping Up With Your Industry
960	Week 192 Day 5	Weekly Recap and Quiz
961	Week 193 Day 1	Measuring Habits
962	Week 193 Day 2	Social Distancing in the Home
963	Week 193 Day 3	DISC: 'S' Interacting with a 'S'
964	Week 193 Day 4	Humble Sells
965	Week 193 Day 5	Weekly Recap and Quiz
966	Week 194 Day 1	Do The Work!
967	Week 194 Day 2	Property Protection
968	Week 194 Day 3	DISC: 'S' Interacting with a 'C'
969	Week 194 Day 4	Don't Be Afraid To Ask For The Sale
970	Week 194 Day 5	Weekly Recap and Quiz
971	Week 195 Day 1	Your Why
972	Week 195 Day 2	Voice Inflection
973	Week 195 Day 3	DISC: 'C' Interacting with a 'D'
974	Week 195 Day 4	Idiot Client
975	Week 195 Day 5	Weekly Recap and Quiz
976	Week 196 Day 1	Just Hired
977	Week 196 Day 2	Tool Bag
978	Week 196 Day 3	DISC: 'C' Interacting with an 'I'
979	Week 196 Day 4	Be Nice and Helpful
980	Week 196 Day 5	Weekly Recap and Quiz
981	Week 197 Day 1	What Are You Reading?
982	Week 197 Day 2	Angry Clients
983	Week 197 Day 3	DISC: 'C' Interacting With a 'S'
984	Week 197 Day 4	Principles
985	Week 197 Day 5	Weekly Recap and Quiz
986	Week 198 Day 1	Law of the Inner Circle
987	Week 198 Day 2	Pet Safety
988	Week 198 Day 3	DISC: 'C' Interacting with a 'C'
989	Week 198 Day 4	Soft Sell Is Educating
990	Week 198 Day 5	Weekly Recap and Quiz

991	Week 199 Day 1	Green Grass
992	Week 199 Day 2	Worried Client
993	Week 199 Day 3	DISC's Two Questions
994	Week 199 Day 4	Soft Sell
995	Week 199 Day 5	Weekly Recap and Quiz
996	Week 200 Day 1	Money
997	Week 200 Day 2	Dirt and Dust
998	Week 200 Day 3	DISC Style
999	Week 200 Day 4	Re-Frame the Scope of Work
1000	Week 200 Day 5	Weekly Recap and Quiz
1001	Week 201 Day 1	Innovation
1002	Week 201 Day 2	Project Management
1003	Week 201 Day 3	DISC: Mimic Your Client's Style
1004	Week 201 Day 4	Set Realistic Expectations
1005	Week 201 Day 5	Weekly Recap and Quiz
1006	Week 202 Day 1	Goals
1007	Week 202 Day 2	Personal Space
1008	Week 202 Day 3	DISC: 'D' Fears
1009	Week 202 Day 4	Super Size It
1010	Week 202 Day 5	Weekly Recap and Quiz
1011	Week 203 Day 1	Measure Progress
1012	Week 203 Day 2	Language
1013	Week 203 Day 3	DISC: 'I' Fears
1014	Week 203 Day 4	Know Your Numbers
1015	Week 203 Day 5	Weekly Recap and Quiz
1016	Week 204 Day 1	Strength Zone
1017	Week 204 Day 2	Social and Political Views
1018	Week 204 Day 3	DISC: 'S' Fears
1019	Week 204 Day 4	Sales Math
1020	Week 204 Day 5	Weekly Recap and Quiz
1021	Week 205 Day 1	Habits
1022	Week 205 Day 2	Smell
1023	Week 205 Day 3	DISC: 'C' Fears
1024	Week 205 Day 4	Sales Are Good
1025	Week 205 Day 5	Weekly Recap and Quiz
1026	Week 206 Day 1	Time
1027	Week 206 Day 2	Little Things
1028	Week 206 Day 3	Selling With DISC
1029	Week 206 Day 4	Teacher
1030	Week 206 Day 5	Weekly Recap and Quiz
1031	Week 207 Day 1	Process vs Outcome
1032	Week 207 Day 2	Where To Park
1033	Week 207 Day 3	Managing Conflict
1034	Week 207 Day 4	Role Play
1035	Week 207 Day 5	Weekly Recap and Quiz
1036	Week 208 Day 1	Funeral
1037	Week 208 Day 2	White Glove Service
1038	Week 208 Day 3	DISC: 'I' Selling
1039	Week 208 Day 4	Awareness
1040	Week 208 Day 5	Weekly Recap and Quiz
1041	Week 209 Day 1	1000 Days
1042	Week 209 Day 2	Helpers
1043	Week 209 Day 3	A 'D' Selling
1044	Week 209 Day 4	Sellin' ain't Tellin'
1045	Week 209 Day 5	Weekly Recap and Quiz
1046	Week 210 Day 1	How Nice Are You
1047	Week 210 Day 2	Control Your Frequency
1048	Week 210 Day 3	DISC 'S' Selling
1049	Week 210 Day 4	Be The Expert
1050	Week 210 Day 5	Weekly Recap and Quiz

1051	Week 211 Day 1	Mental Toughness
1052	Week 211 Day 2	You Are Scary!
1053	Week 211 Day 3	DISC: 'C' Selling
1054	Week 211 Day 4	Prove Don't Tell
1055	Week 211 Day 5	Weekly Recap and Quiz
1056	Week 212 Day 1	Handling Criticism
1057	Week 212 Day 2	Setting Expectations
1058	Week 212 Day 3	DISC Recap
1059	Week 212 Day 4	Knowledge Is Power
1060	Week 212 Day 5	Weekly Recap and Quiz
1061	Week 213 Day 1	Blissful Dissatisfaction
1062	Week 213 Day 2	Personal Space
1063	Week 213 Day 3	DISC Profiles
1064	Week 213 Day 4	Show Empathy
1065	Week 213 Day 5	Weekly Recap and Quiz
1066	Week 214 Day 1	What Do They Say?
1067	Week 214 Day 2	The Owner "Owns" The Home.
1068	Week 214 Day 3	Culture of DISC
1069	Week 214 Day 4	Most People Do Not Buy On Price
1070	Week 214 Day 5	Weekly Recap and Quiz
1071	Week 215 Day 1	Read and Podcasts
1072	Week 215 Day 2	Connect With The Client
1073	Week 215 Day 3	DISC: Personal
1074	Week 215 Day 4	Master The Living Room
1075	Week 215 Day 5	Weekly Recap and Quiz
1076	Week 216 Day 1	You Matter
1077	Week 216 Day 2	Never Argue
1078	Week 216 Day 3	Know Everyone's DISC Profile
1079	Week 216 Day 4	Don't Lie
1080	Week 216 Day 5	Weekly Recap and Quiz
1081	Week 217 Day 1	Everyone Needs A Coach
1082	Week 217 Day 2	Arriving At The Job Site
1083	Week 217 Day 3	Self Awareness
1084	Week 217 Day 4	Selling Is Not Evil
1085	Week 217 Day 5	Weekly Recap and Quiz
1086	Week 218 Day 1	Stacking Habits
1087	Week 218 Day 2	Photos, Videos, and Posting
1088	Week 218 Day 3	DISC – Not An Excuse
1089	Week 218 Day 4	Add-On Sale
1090	Week 218 Day 5	Weekly Recap and Quiz
1091	Week 219 Day 1	Your Why
1092	Week 219 Day 2	Property Protection
1093	Week 219 Day 3	Self Awareness
1094	Week 219 Day 4	Practice
1095	Week 219 Day 5	Weekly Recap and Quiz
1096	Week 220 Day 1	Not Asking Is The Biggest Mistake
1097	Week 220 Day 2	Approaching The Job Site
1098	Week 220 Day 3	DISC: Your Secondary Score
1099	Week 220 Day 4	Salesmanship Is Showmanship
1100	Week 220 Day 5	Weekly Recap and Quiz
1101	Week 221 Day 1	Daily Agenda
1102	Week 221 Day 2	Noise
1103	Week 221 Day 3	DISC For Service
1104	Week 221 Day 4	Motivation
1105	Week 221 Day 5	Weekly Recap and Quiz
1106	Week 222 Day 1	Self Talk
1107	Week 222 Day 2	Grooming
1108	Week 222 Day 3	'D' Service
1109	Week 222 Day 4	Objections
1110	Week 222 Day 5	Weekly Recap and Quiz

1111	Week 223 Day 1	Who Are You?
1112	Week 223 Day 2	How Nice Are You?
1113	Week 223 Day 3	DISC: 'I's Service
1114	Week 223 Day 4	Take Away Sale
1115	Week 223 Day 5	Weekly Recap and Quiz
1116	Week 224 Day 1	Stay In The Field
1117	Week 224 Day 2	Where To Stand
1118	Week 224 Day 3	'S' Service
1119	Week 224 Day 4	Sales Tools
1120	Week 224 Day 5	Weekly Recap and Quiz
1121	Week 225 Day 1	Good At Home
1122	Week 225 Day 2	Conflict
1123	Week 225 Day 3	DISC: 'C' Service
1124	Week 225 Day 4	Ask For Reviews
1125	Week 225 Day 5	Weekly Recap and Quiz
1126	Week 226 Day 1	Commit To Excellence
1127	Week 226 Day 2	Treat Them Well
1128	Week 226 Day 3	DISC Review
1129	Week 226 Day 4	Stress Free Selling
1130	Week 226 Day 5	Weekly Recap and Quiz
1131	Week 227 Day 1	Personal Pride
1132	Week 227 Day 2	Smile
1133	Week 227 Day 3	Ways To Communicate Using DISC
1134	Week 227 Day 4	Objections
1135	Week 227 Day 5	Weekly Recap and Quiz
1136	Week 228 Day 1	Battle Ready
1137	Week 228 Day 2	5 Star Service
1138	Week 228 Day 3	DISC: People vs Tasks
1139	Week 228 Day 4	5 Point System
1140	Week 228 Day 5	Weekly Recap and Quiz
1141	Week 229 Day 1	Deep Work
1142	Week 229 Day 2	What Do They Want?
1143	Week 229 Day 3	DISC: Environmental vs Real
1144	Week 229 Day 4	Goals and Quotas For You
1145	Week 229 Day 5	Weekly Recap and Quiz
1146	Week 230 Day 1	Victim
1147	Week 230 Day 2	80/20 Pareto Principle
1148	Week 230 Day 3	DISC Pace
1149	Week 230 Day 4	WOW Them at the Front Door
1150	Week 230 Day 5	Weekly Recap and Quiz
1151	Week 231 Day 1	Focus Inward
1152	Week 231 Day 2	Nervous
1153	Week 231 Day 3	DISC: 'D' Personality Traits
1154	Week 231 Day 4	Better Life
1155	Week 231 Day 5	Weekly Recap and Quiz
1156	Week 232 Day 1	How To Quit
1157	Week 232 Day 2	Listen
1158	Week 232 Day 3	DISC: 'I' Personality Traits
1159	Week 232 Day 4	Be Happy
1160	Week 232 Day 5	Weekly Recap and Quiz
1161	Week 233 Day 1	Business Is Theater
1162	Week 233 Day 2	Budget
1163	Week 233 Day 3	DISC 'S' Personality Traits
1164	Week 233 Day 4	Disservice
1165	Week 233 Day 5	Weekly Recap and Quiz
1166	Week 234 Day 1	Ask For Help
1167	Week 234 Day 2	Language
1168	Week 234 Day 3	DISC 'C' Personality Traits
1169	Week 234 Day 4	Be Good
1170	Week 234 Day 5	Weekly Recap and Quiz

1171	Week 235 Day 1	Blind Spots
1172	Week 235 Day 2	Female Clients
1173	Week 235 Day 3	DISC Benefits
1174	Week 235 Day 4	Relationships
1175	Week 235 Day 5	Weekly Recap and Quiz
1176	Week 236 Day 1	Time
1177	Week 236 Day 2	Cleanliness
1178	Week 236 Day 3	DISC: Own It
1179	Week 236 Day 4	Selling Is Asking Questions
1180	Week 236 Day 5	Weekly Recap and Quiz
1181	Week 237 Day 1	Remember
1182	Week 237 Day 2	Break It - Own It
1183	Week 237 Day 3	DISC: The 'D' Skillset
1184	Week 237 Day 4	Body Language
1185	Week 237 Day 5	Weekly Recap and Quiz
1186	Week 238 Day 1	Shoot For The Stars
1187	Week 238 Day 2	How Much Paint Costs
1188	Week 238 Day 3	DISC: 'D' Service
1189	Week 238 Day 4	Sales as a Career
1190	Week 238 Day 5	Weekly Recap and Quiz
1191	Week 239 Day 1	Accountable
1192	Week 239 Day 2	Arriving at a Job Site
1193	Week 239 Day 3	DISC: 'I' Service
1194	Week 239 Day 4	Asking Questions
1195	Week 239 Day 5	Weekly Recap and Quiz
1196	Week 240 Day 1	Reputation
1197	Week 240 Day 2	Sweetest Sound
1198	Week 240 Day 3	Know Yourself
1199	Week 240 Day 4	Sales Presentation
1200	Week 240 Day 5	Weekly Recap and Quiz
1201	Week 241 Day 1	Extreme Ownership
1202	Week 241 Day 2	Chuck and Paul Revisited
1203	Week 241 Day 3	DISC: What Winning Looks Like
1204	Week 241 Day 4	Closing
1205	Week 241 Day 5	Weekly Recap and Quiz
1206	Week 242 Day 1	Frequency
1207	Week 242 Day 2	Bedside Manner
1208	Week 242 Day 3	DISC: Losing
1209	Week 242 Day 4	Ethical Sales
1210	Week 242 Day 5	Weekly Recap and Quiz
1211	Week 243 Day 1	% Potential
1212	Week 243 Day 2	Their Shoes
1213	Week 243 Day 3	DISC: 'D' Words
1214	Week 243 Day 4	Assumptive Sales
1215	Week 243 Day 5	Weekly Recap and Quiz
1216	Week 244 Day 1	Why
1217	Week 244 Day 2	Voice Intonation
1218	Week 244 Day 3	DISC 'I' Words
1219	Week 244 Day 4	Sales Presentation
1220	Week 244 Day 5	Weekly Recap and Quiz
1221	Week 245 Day 1	Stop Playing Small
1222	Week 245 Day 2	Their House
1223	Week 245 Day 3	DISC: 'S' Words
1224	Week 245 Day 4	Sell Your Convictions
1225	Week 245 Day 5	Weekly Recap and Quiz
1226	Week 246 Day 1	Ego
1227	Week 246 Day 2	Noise
1228	Week 246 Day 3	DISC: 'C' Words
1229	Week 246 Day 4	Solve Problems
1230	Week 246 Day 5	Weekly Recap and Quiz

1231	Week 247 Day 1	Obedience
1232	Week 247 Day 2	Allergies
1233	Week 247 Day 3	DISC: 'D' Attributes
1234	Week 247 Day 4	Fear In Selling
1235	Week 247 Day 5	Weekly Recap and Quiz
1236	Week 248 Day 1	Less Is More
1237	Week 248 Day 2	Smell Matters
1238	Week 248 Day 3	DISC: 'I' Attributes
1239	Week 248 Day 4	Sherlock Holmes Gets Paid
1240	Week 248 Day 5	Weekly Recap and Quiz
1241	Week 249 Day 1	Little Kid Dreams
1242	Week 249 Day 2	Notebook
1243	Week 249 Day 3	DISC: 'S' Attributes
1244	Week 249 Day 4	Team Needs You
1245	Week 249 Day 5	Weekly Recap and Quiz
1246	Week 250 Day 1	Be, Do Have
1247	Week 250 Day 2	Elderly Clients
1248	Week 250 Day 3	DISC: 'C' Attributes
1249	Week 250 Day 4	Consultant vs. Sales Person
1250	Week 250 Day 5	Weekly Recap and Quiz
1251	Week 251 Day 1	Lazy Thinking
1252	Week 251 Day 2	Mick vs. Tom
1253	Week 251 Day 3	DISC: Secondary Scores
1254	Week 251 Day 4	Dress to Impress
1255	Week 251 Day 5	Weekly Recap and Quiz
1256	Week 252 Day 1	Focus Issues
1257	Week 252 Day 2	Service Call Goal
1258	Week 252 Day 3	DISC: Negative 'D' Traits
1259	Week 252 Day 4	The Professor
1260	Week 252 Day 5	Weekly Recap and Quiz
1261	Week 253 Day 1	Discipline
1262	Week 253 Day 2	Lost and Found
1263	Week 253 Day 3	DISC: Negative 'I' Traits
1264	Week 253 Day 4	Attitude About Sales
1265	Week 253 Day 5	Weekly Recap and Quiz
1266	Week 254 Day 1	Life Hacks
1267	Week 254 Day 2	No BS
1268	Week 254 Day 3	DISC: Negative 'S' Traits
1269	Week 254 Day 4	Don't Knock The Competition
1270	Week 254 Day 5	Weekly Recap and Quiz
1271	Week 255 Day 1	What Do You Contribute?
1272	Week 255 Day 2	Grooming
1273	Week 255 Day 3	DISC: Negative 'C' Traits
1274	Week 255 Day 4	Don't Sell On Price
1275	Week 255 Day 5	Weekly Recap and Quiz
1276	Week 256 Day 1	Help Enough People
1277	Week 256 Day 2	No Driveway!
1278	Week 256 Day 3	DISC: Reading People
1279	Week 256 Day 4	No Objections
1280	Week 256 Day 5	Weekly Recap and Quiz
1281	Week 257 Day 1	Change
1282	Week 257 Day 2	Personal Space
1283	Week 257 Day 3	DISC: 'I' Traits
1284	Week 257 Day 4	Seven Step Sales Process: Step 1
1285	Week 257 Day 5	Weekly Recap and Quiz
1286	Week 258 Day 1	Do The Work
1287	Week 258 Day 2	Wealthy Clients
1288	Week 258 Day 3	DISC: 'S' Traits
1289	Week 258 Day 4	Seven Step Sales Process: Step 2
1290	Week 258 Day 5	Weekly Recap and Quiz

1291	Week 259 Day 1	Introvert vs Extrovert
1292	Week 259 Day 2	Service Experience
1293	Week 259 Day 3	How To Work with an 'S'
1294	Week 259 Day 4	Options
1295	Week 259 Day 5	Weekly Recap and Quiz
1296	Week 260 Day 1	Less Is More
1297	Week 260 Day 2	Smell Matters
1298	Week 260 Day 3	DISC: 'I' Attributes
1299	Week 260 Day 4	Sherlock Holmes Gets Paid
1300	Week 260 Day 5	Weekly Recap and Quiz
1301	Week 261 Day 1	Try It
1302	Week 261 Day 2	Odor
1303	Week 261 Day 3	DISC: 'C' Traits
1304	Week 261 Day 4	Seven Step Sales Process: Step 3
1305	Week 261 Day 5	Weekly Recap and Quiz
1306	Week 262 Day 1	Not My Job
1307	Week 262 Day 2	Client Concerns
1308	Week 262 Day 3	DISC: 'D' Service Style
1309	Week 262 Day 4	Seven Step Sales Process: Step 4: Identify the Problem
1310	Week 262 Day 5	Weekly Recap and Quiz
1311	Week 263 Day 1	Stop Being Critical
1312	Week 263 Day 2	Punctuality
1313	Week 263 Day 3	DISC: 'I' Service Style
1314	Week 263 Day 4	Seven Step Sales Process: Step 5: Outline a Solution
1315	Week 263 Day 5	Weekly Recap and Quiz
1316	Week 264 Day 1	Be Responsible
1317	Week 264 Day 2	Client Fears
1318	Week 264 Day 3	DISC: 'S' Service Style
1319	Week 264 Day 4	Seven Step Sales Process: Step 6: Share The Investment
1320	Week 264 Day 5	Weekly Recap and Quiz
1321	Week 265 Day 1	Friends
1322	Week 265 Day 2	Little Extras
1323	Week 265 Day 3	DISC: 'C' Service Style
1324	Week 265 Day 4	Seven Step Sales Process: Step 7: Overcoming Objections
1325	Week 265 Day 5	Weekly Recap and Quiz
1326	Week 266 Day 1	Daily Routine
1327	Week 266 Day 2	Bathroom Systems
1328	Week 266 Day 3	DISC: 'D' Communication Style
1329	Week 266 Day 4	Commit To Serving
1330	Week 266 Day 5	Weekly Recap and Quiz
1331	Week 267 Day 1	Play Loose
1332	Week 267 Day 2	Social Media
1333	Week 267 Day 3	DISC: 'I' Communication Style
1334	Week 267 Day 4	Sell Happy
1335	Week 267 Day 5	Weekly Recap and Quiz
1336	Week 268 Day 1	The Future Is Ours
1337	Week 268 Day 2	Photos, Videos, and Posting
1338	Week 268 Day 3	DISC: 'S' Communication Style
1339	Week 268 Day 4	For Them or "To Them"
1340	Week 268 Day 5	Weekly Recap and Quiz
1341	Week 269 Day 1	Mental Health
1342	Week 269 Day 2	Temper
1343	Week 269 Day 3	DISC: 'C' Communication Style
1344	Week 269 Day 4	Pressure
1345	Week 269 Day 5	Weekly Recap and Quiz
1346	Week 270 Day 1	More Chuck and Paul
1347	Week 270 Day 2	Different Cultures and Languages
1348	Week 270 Day 3	DISC: Working With a 'D'
1349	Week 270 Day 4	Sales Presentation
1350	Week 270 Day 5	Weekly Recap and Quiz

1351	Week 271 Day 1	Can You Be Led?
1352	Week 271 Day 2	Know The Value
1353	Week 271 Day 3	DISC: Working With an 'I'.
1354	Week 271 Day 4	Pride In Sales
1355	Week 271 Day 5	Weekly Recap and Quiz
1356	Week 272 Day 1	Self Image
1357	Week 272 Day 2	Communicating
1358	Week 272 Day 3	DISC: Working With a 'S' Personality
1359	Week 272 Day 4	Benefits
1360	Week 272 Day 5	Weekly Recap and Quiz
1361	Week 273 Day 1	Guard Your Time
1362	Week 273 Day 2	Confident Not Cocky
1363	Week 273 Day 3	DISC: Working With A 'C' Personality
1364	Week 273 Day 4	Have a Plan
1365	Week 273 Day 5	Weekly Recap and Quiz
1366	Week 274 Day 1	Good At Home
1367	Week 274 Day 2	Call On The Way There
1368	Week 274 Day 3	DISC: The 'D' Manager and Owner
1369	Week 274 Day 4	Opening Dialogue
1370	Week 274 Day 5	Weekly Recap and Quiz
1371	Week 275 Day 1	The Invisible Tool Bag
1372	Week 275 Day 2	Follow Up On Promises
1373	Week 275 Day 3	DISC: The 'I' Manager and Owner
1374	Week 275 Day 4	No Assumptions
1375	Week 275 Day 5	Weekly Recap and Quiz
1376	Week 276 Day 1	Expert
1377	Week 276 Day 2	Unreasonable Clients
1378	Week 276 Day 3	DISC: Working With 'S' Owners and Managers
1379	Week 276 Day 4	Showcase Success
1380	Week 276 Day 5	Weekly Recap and Quiz
1381	Week 277 Day 1	The One Thing
1382	Week 277 Day 2	Sketchy Situations
1383	Week 277 Day 3	DISC: Working With 'C' Managers and Owners
1384	Week 277 Day 4	Pure Motive Service
1385	Week 277 Day 5	Weekly Recap and Quiz
1386	Week 278 Day 1	Consistency
1387	Week 278 Day 2	Kids and Pets
1388	Week 278 Day 3	DISC: 'D' Positives and Negatives
1389	Week 278 Day 4	What Should We Do?
1390	Week 278 Day 5	Weekly Recap and Quiz
1391	Week 279 Day 1	Visualization
1392	Week 279 Day 2	Air-Borne Allergens
1393	Week 279 Day 3	DISC: 'I' Traits To Be Aware Of
1394	Week 279 Day 4	The Easiest Sale
1395	Week 279 Day 5	Weekly Recap and Quiz
1396	Week 280 Day 1	Don't Compare
1397	Week 280 Day 2	Don't Judge Clients
1398	Week 280 Day 3	S' Attributes
1399	Week 280 Day 4	People Buy To Not Lose Out
1400	Week 280 Day 5	Weekly Recap and Quiz
1401	Week 281 Day 1	Shop Time
1402	Week 281 Day 2	Uncomfortable Situations
1403	Week 281 Day 3	DISC: 'C' Personality Attributes
1404	Week 281 Day 4	Role Play Presentations
1405	Week 281 Day 5	Weekly Recap and Quiz
1406	Week 282 Day 1	Raise Your Standards
1407	Week 282 Day 2	Dumping Your Problems On The Client
1408	Week 282 Day 3	DISC: Anger Issues
1409	Week 282 Day 4	Talk To The Decision Maker
1410	Week 282 Day 5	Weekly Recap and Quiz

1411	Week 283 Day 1	Guard Your Words
1412	Week 283 Day 2	First Two Minutes of a Job
1413	Week 283 Day 3	DISC: - Control Not Change
1414	Week 283 Day 4	Sell The Sizzle
1415	Week 283 Day 5	Weekly Recap and Quiz
1416	Week 284 Day 1	Self Esteem
1417	Week 284 Day 2	Ask For Reviews
1418	Week 284 Day 3	DISC: Win Over A 'D'
1419	Week 284 Day 4	Know Your Motivation
1420	Week 284 Day 5	Weekly Recap and Quiz
1421	Week 285 Day 1	No Excuses
1422	Week 285 Day 2	Trash
1423	Week 285 Day 3	DISC: Win over an 'S' Personality
1424	Week 285 Day 4	Build Trust
1425	Week 285 Day 5	Weekly Recap and Quiz
1426	Week 286 Day 1	The Power of Concentration
1427	Week 286 Day 2	Communicate
1428	Week 286 Day 3	DISC: Win over an 'C'
1429	Week 286 Day 4	Educate
1430	Week 286 Day 5	Weekly Recap and Quiz