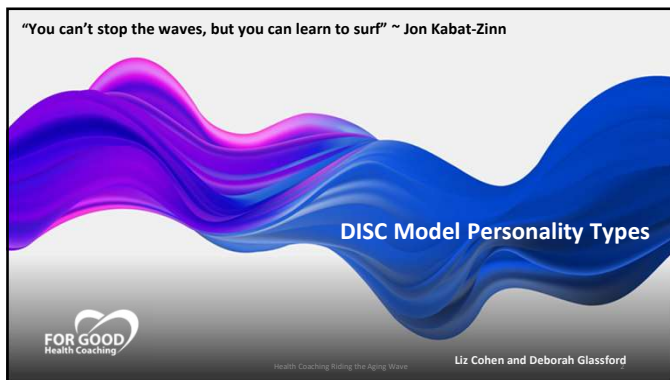
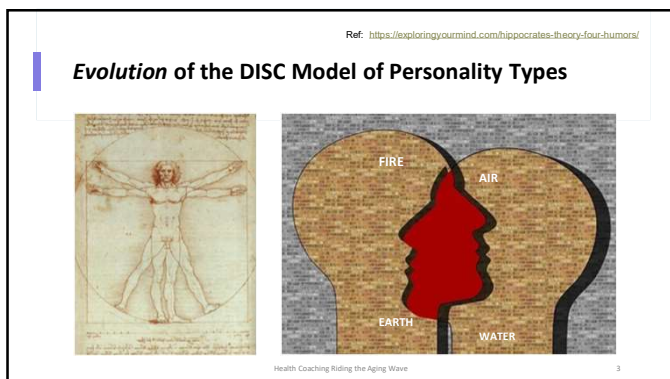




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Evolution of the DISC Model of Personality Types (cont.)

Choleric = bad tempered or irritable

Sanguine = optimistic or positive

Phlegmatic = having an unemotional and stolidly calm disposition

Melancholic = feeling or expressing pensive sadness

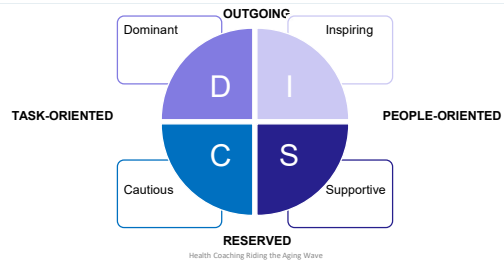
Hippocrates, 460-370 BC

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4

4

DISC Model of Personality Types



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5

5

Sample DISC Questions

Choose one "most" and one "least" response to each scenario

"In my work environment, it is **most** important to me..."

- To help coworkers and to be in a peaceful environment.
- To feel that my co-workers admire me and to be free from rigid rules.
- To know exactly what is expected of me and to finish one task before moving to another.
- To get things done and to see results.

"In my work environment, it is **least** important to me..."

- To help coworkers and to be in a peaceful environment.
- To feel that my co-workers admire me and to be free from rigid rules.
- To know exactly what is expected of me and to finish one task before moving to another.
- To get things done and to see results.

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6

6

DISC Model of Personality Types

When you **express** yourself do you usually...

Talk about what you **THINK**
or **how something is done?**

Talk about how you **FEEL**
or **how things seem?**

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7

7

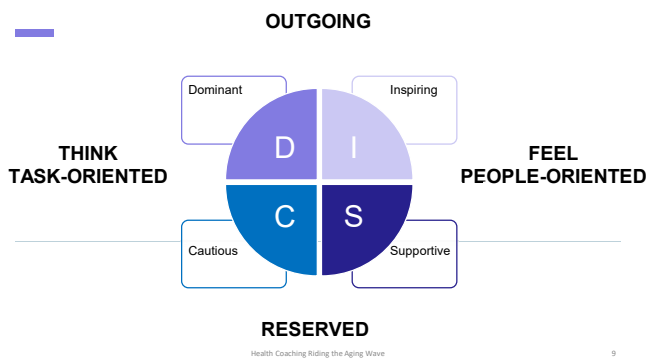


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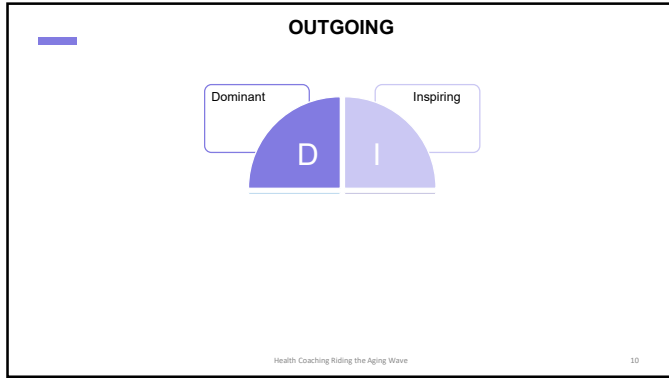
Photo by Liz Cohen

8

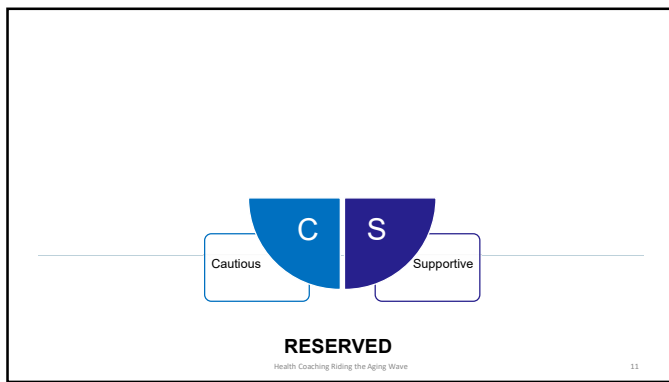
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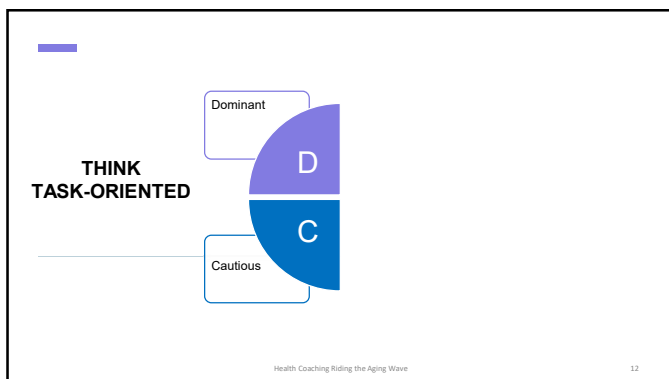
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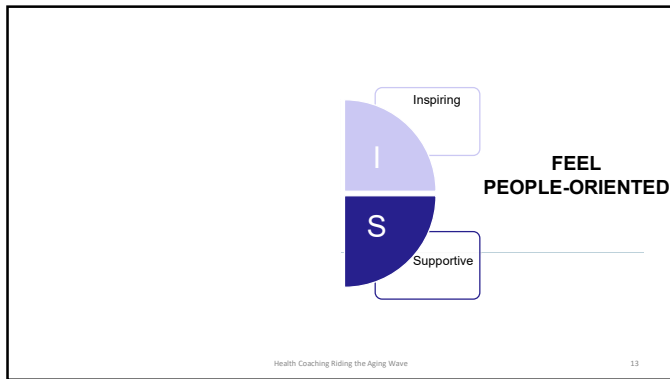
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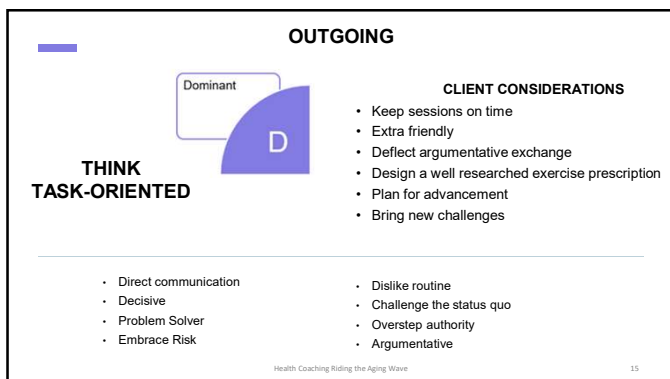
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15

OUTGOING

CLIENT CONSIDERATIONS

- Time for chat
- Share personal stories
- Rein in Enthusiasm (to an extent!)
- Praise
- Be Playful

**FEEL
PEOPLE-ORIENTED**



- Enthusiastic
- Trusting
- Optimistic
- Creative problem solver
- Motivate others to achieve/talkative
- More concerned with being well-liked than tangible results and details
- Overuses gestures and facial expressions

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16

**FEEL
PEOPLE-ORIENTED**

- Good listener
- Patient/empathetic
- Resists change
- Requires time to adjust to change
- Sensitive to criticism

CLIENT CONSIDERATIONS

- Introduce exercise Rx *slowly*
- Detail each exercise
- Provide nudge for progressive exercise changes
- Discuss these changes!

RESERVED



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17

**THINK
TASK-ORIENTED**

- Accurate/Analytical
- Conscientious/Careful and precise
- Fact finder
- Thorough
- Tendency to criticize
- Check information
- Bound by procedures
- Bugged down in details

CLIENT CONSIDERATIONS

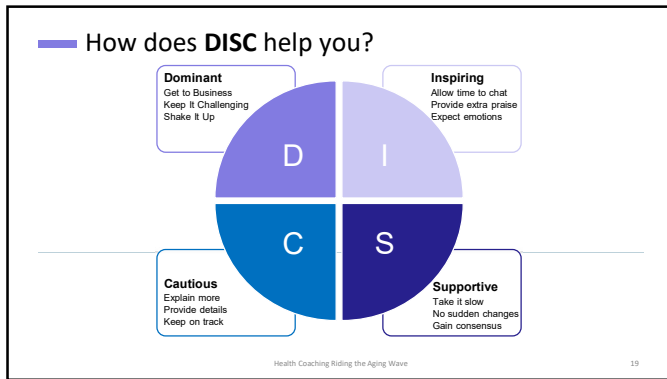
- Provide details of exercise, muscle tissue and the "why"
- Encourage focus on moving
- Less personal conversation
- Emphasize knowledge

RESERVED

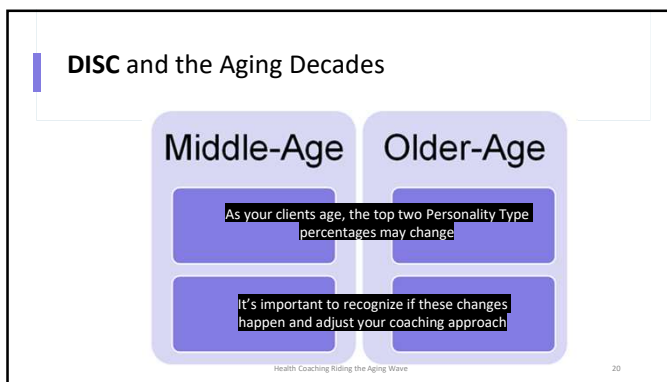


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18



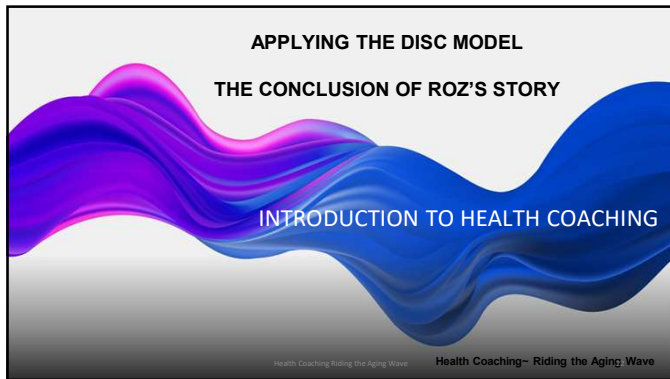
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21



22

Returning to Roz!

Client Name: Roz

Client DISC Type: D

Age: 89

Health History:

- Dual Knee Replacement
- Dual Hip Replacement
- Severe Arthritis in hands, elbows and shoulders

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23

Scenario, Communication and Plan/Path

Roz **planned** a trip to Milan to visit several Opera Houses for her 90th Birthday

She will need to walk a mile and a half, walk over cobblestones with incline and climb some steps

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The **Direct** Conversation

Role Play

Roz and Trainer Deborah

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25

25

The Exercise Prescription

- Basic Strengthening Exercises/Leg Extensions
- Wall Sits
- Sit to Stand
- Sit to Stand with Knee Lifts
- Standing on one Leg for a minimum of 30 seconds
- Step up on platform (adjusting up)
- Balance/improve proprioception
- Walking Outside
- Walking Up Hills

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26

26

La Scala Opera House, Milan Italy



Photo from Wikipedia

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27

27

Roz Re-Do

Client Name: Roz

Client DISC Type: I

Age: 89

Health History:

- Dual Knee Replacement
- Dual Hip Replacement
- Severe Arthritis in hands, elbows and shoulders

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28

28

The Inspiring Conversation

Role Play

Roz (I) and Trainer Deborah

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29

29

Consider the Differences

Roz as a "D"

- Direct
- Factual
- Short (but still friendly)
- Partnership

Roz as an "I"

- Enthusiasm
- Time for Personal Conversation
- Longer
- Partnership

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30

30

DISC Information

<https://discpersonalitytesting.com/>

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31

31

"You can't stop the waves, but you can learn to surf" ~ Jon Kabat-Zinn

NEXT UP A QUIZ AND THEN PART 1 - C



Ride the Health Coaching WAVE with us!

32