

# DISC & Motivators Leadership Certification

## Turning People & Communication into Your Leadership Superpower

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## Welcome Leaders!

As a coach, leader, business owner, or manager, your goal is to make a lasting impact—whether it's guiding your clients, leading your team, or leading and inspiring those around you. But understanding why people do what they do, communicating with them and how to support them effectively—can be challenging. Without these insights, you risk missing opportunities to build stronger teams, create lasting relationships, and drive growth.

The DISC and Motivators Certification gives you the tools to unlock the “how” and “why” behind human behavior. DISC explains how people do what they do, while Motivators reveal why they do it. Combined with communication skills it will empower you to lead with precision, coach effectively, and build stronger connections with both your clients and team members.

The stakes are clear: mastering DISC, Motivators and communication can mean creating a lifelong relationship with lasting growth, income and impact, or leave you struggling to connect, influence, and attract and maintain relationships.

## Program Structure:

### Duration:

- Live immersive in-person DISC Certification Course taught over 3 days in beautiful Hudson, located in Upstate New York, with zoom option available
- Followed by monthly group coaching calls for the next six months for all attendees.

**Investment:** \$2,995.

## What You'll Learn

The program starts with these sessions over 3 days followed by monthly group coaching calls for the next six months. This program teaches you how to master understanding and apply DISC and Motivators to your life, business, work, relationships, communication and leadership! Here's is an overview:

### Sessions:

1. *DISC: Foundations*
2. *Motivators: Foundations*
3. *DISC: Advanced Understanding*
4. *Motivators: Advanced Understanding*
5. *Reading Graphs (Part 1)*
6. *Reading Graphs (Part 2)*
7. *Doing Debriefs (Part 1)*
8. *Doing Debriefs (Part 2)*
9. *Exploring Assessments & Using Your Portal*
10. *Live Q&A and Implementation Support*

## Overview of Program:

1. **DISC: Foundations**  
Learn the **fundamentals of DISC**, focusing on **how people do what they do**. This session provides the ultimate foundation for building your knowledge of behavioral styles and how they appear in communication, leadership, relationships, and our lives.
2. **Motivators: Foundations**  
Discover the **fundamentals of Motivators**, explaining **why people do what they do**. Dive into the six motivators that drive human behavior and how these motivators influence decisions and actions.
3. **DISC: Advanced Understanding**  
Go beyond the basics to explore deeper insights and connections within DISC. Learn to spot key patterns and understand behaviors at an advanced level, enabling you to address communication, leadership, and relationship challenges. Develop strategies for practical applications like coaching, leadership, and team-building, and fully integrate DISC into your communication with others!
4. **Motivators: Advanced Understanding**  
Take Motivators to the next level, exploring how the six motivators shape and influence human behavior. Gain advanced insights into how these motivators can magnify or soften DISC styles, helping you see what drives your clients and teams and, most importantly, help you understand how to use the motivators to maximize your influence in leadership by knowing what motivates others!
5. **Reading Graphs (Parts 1 & 2)**  
Practice understanding DISC and Motivators graphs and assessment results through real-life case studies. We will look at example after example to learn what to look for, the questions to ask, and how to use these tools to support clients in their business, life, or relationships.
6. **Doing Debriefs (Parts 1 & 2)**  
Master the art of conducting DISC and Motivators debriefs and integrating it into your communication and leadership! . Practice debriefs with real assessments, refine your approach through feedback, and gain confidence in delivering powerful insights for those you lead and serve.
7. **Exploring Assessments & Using Your Portal**  
Get to know the different types of assessments, including individual, comparison, and team reports. Learn how to manage your personalized DISC coaching portal, upload your company logo, and send assessments to clients.
8. **Live Q&A Sessions**  
Engage in live Q&A sessions designed to address specific questions, challenges, and client scenarios. These sessions offer real-time support to ensure you feel confident and capable with the tools.

## Your DISC Assessment Portal and Ongoing Support

After completing the initial 3 day training the program continues with ongoing support to help you deepen your mastery and integrate DISC and Motivators into your practice and business:

- **DISC Coaching Portal Access:** Gain the ability to offer DISC and Motivators assessments directly through your practice, with EWH University as your provider. Your portal is customized for your business and allows seamless delivery of assessments. *Assessment pricing, portal access, and how to integrate these tools into your coaching practice are covered in detail during the training.*
- **Monthly Peer Calls:** Join monthly calls to discuss client challenges, assessment results, and implementation strategies. These calls provide ongoing learning and a space for collaboration with fellow professionals.

## Why This Certification? What is Certification?

This program goes beyond theory—it's designed to give you real-world skills and practice to master DISC and Motivators at a level few ever reach. By the end of this certification, you'll know how to:

- Understand and integrate DISC and Motivators in your coaching, leadership, hiring, and team-building practices.
- Read and interpret graphs easily, using real-world case studies to build confidence.
- Conduct debriefs that deliver deep insights and lasting value for your clients.
- Provide assessments and manage your clients through your personalized DISC coaching portal.

Certification is awarded upon completion of the three-day training and successful participation in the DISC A-to-Z Debrief Exercise conducted during the program. This certification reflects that you have completed training through EWH University for Small Business and demonstrated a working understanding of DISC and Motivators, including their practical use in coaching, leadership, and team communication.

To maintain certification and access to the DISC assessment portal, annual renewal is required after the first year. Renewal includes a \$245 continuation fee which maintains your access, assessment pricing, and eligibility to attend future training at 50% off, and attend any DISC Mastermind calls that period. Additionally, completion of a brief renewal test is required at least once every three years to demonstrate continued competency and understanding to maintain a certification in good standing .

Whether you're coaching individuals, building teams, or leading organizations, this certification gives you the skills to understand what drives people's behavior truly—and how to guide them to success. Start your journey today and turn your insights into your superpower!

## What You'll Gain from This Certification

### **1. A Deeper Understanding of People**

Go beyond surface-level assessments. You'll learn how to truly understand what drives behavior—both your own and others'—using DISC and Motivators as powerful communication tools.

### **2. Mastery of DISC and Motivators**

Most people use these tools incorrectly or only scratch the surface. This certification teaches you how to interpret, apply, and integrate both tools into conversations that lead to growth, insight, and action.

### **3. Confidence in Real-World Application**

Whether hiring, managing, selling, or navigating personal relationships, you'll be equipped to use these tools in the moments that matter most—with clarity and confidence.

### **4. Coaching and Debrief Frameworks**

If you coach or lead people, you'll gain step-by-step strategies to run high-impact debriefs that create breakthrough moments. Bring the tools to life in a way that helps clients say, "That's me—and now I know what to do."

### **5. Implementation in Your Business or Organization**

Learn how to roll out DISC and Motivators effectively within your team, company, or client base—without creating resistance or misusing the tools. Gain clarity on how to integrate them into leadership, hiring, communication, and culture.

### **6. Exclusive Access and Ongoing Support**

With your certification, you'll get access to your own DISC portal to deliver assessments, attend ongoing peer coaching calls, and renew annually to stay current and sharp.

**The total investment for the full certification program, including all live sessions, 3 DISC and Motivators assessments, coaching portal access, and monthly support calls is \$2,995.**

## DISC & Motivators 3-Day Training Agenda

[Location: Robert's Home - click here to see site](#)

Arrival: Thursday Evening (Dinner & Welcome), Training Days: Friday – Sunday

Please note all times are subject to change to meet the needs of the students.

### **Day 1: Friday, February 20th - DISC & Motivators: Foundations & Advanced Understanding**

- 8:00 – 10:30 AM DISC Foundations (Extended Session)
- 10:30 – 10:45 AM Morning Break
- 10:45 – 12:15 PM Motivators Foundations
- 12:15 – 12:45 PM Lunch
- 12:45 – 2:15 PM DISC Advanced Understanding
- 2:15 – 2:30 PM Afternoon Break
- 2:30 – 4:00 PM Motivators Advanced Understanding
- 6:00 PM Dinner & Mastermind / Q&A Session – Reflection on Day 1

### **Day 2: Saturday, February 21st - Theme: Reading Graphs & Doing Debriefs**

- 9:00 – 10:30 AM Reading Graphs (Part 1)
- 10:30 – 10:45 AM Morning Break
- 10:45 – 12:15 PM Reading Graphs (Part 2)
- 12:15 – 12:45 PM Lunch
- 12:45 – 2:15 PM Doing Debriefs (Part 1)
- 2:15 – 2:30 PM Afternoon Break
- 2:30 – 4:00 PM Doing Debriefs (Part 2)
- Evening (Optional) Dinner - Mastermind - Debrief Video Example

### **Day 3: Sunday- February 22nd Theme: Integration, Tools & Implementation**

- 9:00 – 10:30 AM Exploring Assessments & Using Your Portal
- 10:30 – 10:45 AM Morning Break
- 10:45 – 12:15 PM Bonus Segment 4 Team Tony: DISC & the 7 Master Steps
- 12:15 – 12:45 PM Lunch
- 12:45 – 2:15 PM Q & A / Overflow Buffer
- 2:15 – 2:30 PM Closing Break
- 2:30 – 4:00 PM Overflow Buffer / Recap & Completion



## Enrollment Details:

To Express Interest, Set up a Discovery Call or Reserve Your Spot  
[click here](#)

You can also call Andrea Hadhazy, one of our team members directly at [414-436-5810](tel:414-436-5810) for questions or to enroll.

We Look Forward to Supporting You!

At EWH University for Small Business, we're thrilled to help you turn people and communication insights into your leadership superpower. Join us on this transformative journey and take your coaching, leadership, and team-building skills to the next level!

Joseph F. Hastreiter

Owner and Head Trainer  
EWH University for Small Business  
1-414-436-5810  
[joseph@ewhuniversity.com](mailto:joseph@ewhuniversity.com)