



INSCAPE PUBLISHING LANGUAGE GUIDE JUMPSTART TERMINOLOGY

MindLab: Inscape Publishing's "Training University"; the umbrella of all training offered by Inscape.

JumpStart: The first training course required for all new distributors within twelve months of joining the network. It is a two-day, interactive session with an understanding of an orientation to Inscape and the various tools available to you as a distributor.

Core Collection Tele-Training: Training classes led over the phone covering eight of the Inscape tools and an EPIC Basics class. The virtual environment allows us to explore application ideas, educate on the model or core of the tool and generate new coaching, training or consulting opportunities with the product.

DiSC Indra Training: A two-day training program discussing Inscape's latest DiSC tool, DiSC Indra. This training is required for anyone who is interested in using DiSC Indra in their business.

MindShare Exchange: Inscape's electronic message board, where distributors can tap into each other's expertise with questions about applications, products, competitive information and share resource available to you as a business owner, trainer, consultant or coach.

Pop*It Feature: The Pop*It feature is unique to the MindShare message board. It is the method in which you can have new messages and replies sent to you via email. You can have an immediate notification, daily digest or weekly digest. Either way --- MindShare is the way to connect to Inscape!

Solutions Exchange: The Solutions Exchange area of our website houses distributor case studies, tips and ideas that have worked for others, just like you! There is a wealth of information in this area and should be considered your place to go to learn how others succeed in this business!

EPIC: Electronic Profile Information Center: This is your competitive edge in the marketplace! EPIC is an online delivery platform for you! Through EPIC, you will be able to send online profiles to your clients and your session participants.

Credits: Credits are the currency in which operates EPIC.

Access Codes: An access code is generated by EPIC and is sent to your end-users in order to complete their online profile.

Sub-Account: A sub-account is an EPIC account that you can sell to your clients in order for them to manage their own online delivery system. It's a great way to begin your partnerships or to take your clients to the next level!

Core Collection Profiles: The Core Collection Profiles is a term that signifies the grouping of: DiSC Classic, DiSC Indra, DiSC PPSS, Team Dimensions, Time Mastery, Work Expectations, Discovering Diversity and Personal Listening.

Insights Reference Guides: Available for each of our Core Collection tools, the Insights Reference Guide provides a have a snap-shot of benefits. The benefits are categorized into Individual Insights and

Interpersonal Insights. Each bullet point on the page is an insight or benefit that your client may receive by using this tool in their session. It is a great guide for you as a distributor, giving you more talking points of how to position the tools.

DiSC Classic: DiSC Classic is our flagship product. Since 1972, the DiSC instrument or assessment has been completed by over 40 million people. Based on Marston's theory, DiSC is effective in understanding how people communicate, manage, sell and interact with others.

DiSC 1.0: DiSC 1.0 is an electronic version of DiSC Classic; available only on EPIC.

DiSC 2.0: DiSC 2.0 is a richer, narrative report based off of the same 28 questions of DiSC Classic. This report is available only on EPIC and is now the leading producing report for Inscape.

DiSC PPSS: DiSC PPSS (Personal Profile System Software) is available both as a software package and several of the reports are available now on EPIC. DiSC PPSS allows you to generate more information on an individual, using their DiSC Classic scores, and putting more context into their information.

Clicks: Clicks are the currency of DiSC PPSS, stand-alone software.

Code Lock: The Code Lock a vital part of PPSS, stand-alone software. It is the device that connects to your parallel printer port and stores the clicks used for generating DiSC PPSS reports.

Open Network Meetings: These are regional and local meetings conducted and sponsored by Inscape Distributors in your area. These are great networking and connection points with other local Inscape Distributors. Frequently, Inscape Staff are present for discussions, presentations or with recent developments.

Sponsoring: Inscape does not go to market direct to any company. Therefore, people who become distributors of Inscape products are always sponsored by another Inscape distributor. Your sponsor is the individual who can help you understand more about products and systems that Inscape offers to you. Sponsors are also considered mentors, coaches and supporters of you and your business.

DownLine: A downline is created when you begin to recruit and sponsor people into the Inscape Network. You are part of a downline that your sponsor has created. Sometimes, individuals of a sponsor's downline will gather regionally to share information and to network with other team members.