

Norquest News and Notes

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Please note:

A name change to **Norquest Learning Solutions.**

Watch for our **new website** with many new online programs and products!

Norquest Learning Solutions Recognized at the Inscope International Business Conference

Bill and Doreen Blake were presented with a Double Ruby Award for outstanding sales achievement at the 25th annual Inscope Publishing Business Conference in San Diego, California recently.

Their team sales topped all other Canadian distributors for Inscope Publishing, a leading independent publisher of research-based, self-assessments.



At the Conference, independent trainers and consultants from around the world gathered to learn more about the training industry's future directions, best business practices, and Inscope Publishing's new products such as the EPIC Edge. This is the leading edge in instrumented learning and it has the benefit of delivering profiles online via the EPIC platform directly from your own business.

Bill and Doreen Blake, owners of Norquest Learning Solutions in Sarnia, have been consistently honoured at the Inscope Business Conference for the past nine years.

DiSC® Indra™

The first DiSC® In-Depth Relationship Assessment



Today's workplace demands productive communication, positive relationships, and extraordinary performance. To bolster employee's skills, organizations have relied on tools that teach individuals about their own style and how to apply it in various settings. Until now, there was no way to directly apply this learning to relationships. Now these critical skills can be developed as never before with **DiSC® Indra™**.

DiSC® Indra™ provides the ability to explore and accurately measure the interrelatedness of different DiSC® styles. **DiSC® Indra's™** feedback reports provide insight into individuals, dyads, (pairs), and groups. **DiSC® Indra™** is designed to be used in any setting where interpersonal effectiveness is the key to the success of individuals and teams. Through its detailed feedback Reports, provides concrete, accurate information regarding potential obstacles to effective Relationships. **DiSC® Indra™** can be used in a variety of applications, including: conflict resolution, coaching, team-building, customer service, leadership, communication, change management, and sales.

DiSC® Indra™ Individual Report	\$45.00 CA	\$37.50 US
DiSC® Indra™ Dyad Report	\$25.00 CA	\$20.00US
DiSC® Indra™ Group Report	\$125.00 CA	\$100.00 US



DiSC® Indra™ is a fabulous tool on its own, as well as a tremendously powerful base for in-service training, reports Consultant and Norquest President, Doreen Blake. She says that, "Based on Inscap's latest research, **DiSC® Indra™** explains the interconnectedness of all DiSC® styles and takes DiSC® to a whole new level of learning and applications. **DiSC® Indra™** offers clients a picture of human relational behaviour unavailable in any other DiSC®-based assessment."

We're on the Web!
www.norquestlearning.com

20/20[®] Insight Gold 360° Feedback

20/20[®] Insight Gold is the most versatile feedback tool on the market. With this system, you can set up projects to collect virtually any type of feedback—ideas, thoughts, facts, opinions, impressions, ratings, surveys—from any number of people about the performance of an individual, team, or even your organization as a whole. It is a state-of-the-art, affordable **360° feedback system** for personal and professional development.

Ask us how we might help you in your business to achieve even more success!



Our Vision

At Norquest Learning Solutions we seek to enhance skill levels and self-awareness, thereby enabling and empowering individuals to realize their full potential, and through effective interaction with others, to achieve individual, team, and corporate goals.

The path to full potential is a series of peaks. Each peak attained gives one the confidence and vision to undertake new peaks or challenges.

Simply put, our goal is to unleash the power of people. By providing peak experiences, individuals and organizations are led to envision and achieve even greater success. This success through succeeding, and achievement through achieving, is the essence of the **Peak to Peak Principle**, the foundation of our training and coaching programs.

Our training programs are customized for your organization/company needs. We recognize that your needs are unique, and we would like the opportunity to help you evaluate the best.



What is EPIC?

One of the most exciting things to come from Inscape this year is not a new product, but a product platform. **EPIC (Electronic Profile Information Center)** provides a simple way to deliver profiles via the Internet. Here's how it works: Set up your EPIC account through our office here at Norquest. You will then buy credits for access codes for any of Inscape's online profiles. An access code is given to your client/team members and this allows them to complete the assessments online. Once a respondent finishes answering the profile questions, the resulting report goes to the respondent or to you—you decide!

Products Available on EPIC

Individual & group reports now available!

- DiSC® Classic**
 With 30 years of proven reliability and over 40 million users, DiSC® Classic remains the most trusted learning instrument in the industry. The new DiSC® Classic 2.0 report answers the growing demand for a personalized report with expanded narrative. Its informal, conversational style brings to life all the elements of the original DiSC® instrument.
- DiSC® Indra™**
 DiSC® Indra™ is an in-depth assessment process that uses DiSC® to help people understand and improve relationships at work.
- Team Dimensions Profile**
 The Team Dimensions Profile helps individuals work from their strengths by identifying their most natural team role, while giving them added appreciation for the contributions of others.
- Time Mastery Profile®**
 The Time Mastery Profile® helps individuals set priorities and manage time more effectively by evaluating their effectiveness in 12 critical areas.
- Discovering Diversity Profile®**
 The Discovering Diversity Profile® helps employees learn how they respond to workforce diversity and where they need to develop increased understanding.
- Work Expectations Profile**
 The Work Expectations Profile helps employees identify their high work expectations and provides feedback on how to communicate them, get them met, and adjust them when necessary. The result? Increased productivity and reduced turnover.
- Personal Listening Profile®**
 The Personal Listening Profile® is designed to help people accept interpersonal differences and adopt behavioural strategies that foster considerate, collaborative, and effective relationships.

To get started with your own EPIC account, call Norquest Learning Solutions at 519-344-9391 or 800-842-5857



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We work with organizations that want to create a work environment where people grow and perform at their best.

We are the 'Who to go to' people for high quality training, coaching, resources and supplies for learning, leading, and performing in the new workplace.