



MAPSTELL TOOL

AN UNDERSTANDING WORLD!

Together with the network of certified MapsTell Guides, MapsTell is working on an Understanding World! We believe in the power of visual and sharable information as an alternative to long and dull reports. That is why we visualize business processes and strategy, as well as employee behavior, by literally mapping this out. With the following result: imaginative, safe and interactive products that are accessible to anyone.

PUTTING BEHAVIOUR ON THE MAP

MapsTell's products are based on the DISC model. We have enriched this model by adding an extra layer: The World of Difference. The names of the cities, mountains and rivers in this world tell you a lot about the differences in behavior.

In coaching and training, the World of Difference is used as a floormat, where participants can literally travel over. The map invites you to discover more about your own behavior and then, literally, step into someone else's world, beyond the limits of the borders. By using this visual tool, participants gain insight into both their own and each other's behavior in an accessible and particularly fun way.





THE MAPSTELL GUIDE

THE BEST OF BOTH WORLDS

We work with a growing network of professional trainers, coaches and HR professionals: MapsTell Guides. Together with this network we conquer the world. MapsTell is not a training agency and we believe in the best of both worlds: our software and products & the collaboration with the very best professionals.

The MapsTell Guide is a certified professional who can and is licensed to work with the MapsTell software and products. The MapsTell certification program started in 2015. More than 300 Guides are now active in Netherlands, United Kingdom, Spain, Belgium, South America, Germany, India, Hong Kong, China, and Singapore.

In the certification program we make a distinction between two levels:

-  The PersonalGuide
-  The TeamGuide (Only available in Netherlands and Spain)

THE LICENSE

SPECIAL OFFER: Hong Kong, China and Singapore – waive for first 12 months, charge after 12 months. Since you are paid for the license fee after 12 months, you will get one Personalmap on 1st of each month as a special reward.

The annual license fee as a MapsTell Guide is € 500. What do you get in return?



One 'World Day' per year (gaining skills and knowledge, networking with other Guides);



Use of the software (access to your own Dashboard from which you send questionnaires, download PersonalMaps and exercises and can network via the forum);



We sponsor the PersonalMaps if you organize an Open Registration workshop;



Unlimited access to the MapsTell e-learning module;



Use of the intellectual property of MapsTell;



Support. We'll guide you to make a flying start!

MORE THAN ONE GUIDE WITHIN THE ORGANIZATION?

For each additional Guide within the organization, the additional cost of the license is € 250, with a maximum of € 2,500. From the 10th Guide onwards, no extra license fee will be charged.



THE CERTIFICATION PROGRAM

PERSONALGUIDE

Prior to the certification training to become a PersonalGuide, you will complete an e-learning module. The e-learning is concluded with a test. You need to pass the test in order to proceed in the further certification program.

The training focuses on individual support and advice (*me*). In addition, the relationship is established between behavior and interaction (*you*) and ultimately bring to a team(*we*) level. Components of the program are:

- 🕒 Basic knowledge of DISC and behavioral styles;
- 🕒 Interaction between the different behavioral styles;
- 🕒 Working with PersonalMapping and the use of associative cartography;
- 🕒 Reading, analyzing and translating the Route Guide;
- 🕒 Different applications in the form of interactive exercises and didactic skills.

The investment to get started as a PersonalGuide:

- 🕒 Refer to latest offer at discmaps.com.hk.



LIFELONG LEARNING AFTER CERTIFICATION GUIDE ACADEMY

After your certification you can continue to develop in the Lifelong Learning Program for Guides: the Guide Academy. As a Guide, you have the possibility to increase your knowledge and skills in order to use MapsTell even better, broader and on multiple themes.

You can take additional courses in the Guide Academy, such as:

- 📍 MapsTell & Sales
- 📍 MapsTell & Stress
- 📍 MapsTell & Coaching
- 📍 MapsTell & Leadership
- 📍 MapsTell & Team effectiveness





OUR PRODUCTS

PERSONALMAPPING

The **PersonalMap** is MapsTell's basic product. PersonalMapping is an accessible tool that provides insight into someone's behavior and way of communicating, in a fun and safe manner. After completing the questionnaire, the DISC behavioral profile is literally mapped. The names of the cities, rivers, mountains and seas on the PersonalMap tell everything about how you behave, what your challenges are and how others can experience this behavior. Immediately after completing the questionnaire you will also see a personal video in which you will be taken on a journey through your own PersonalMap.

The **Route Guide (PersonalMapPro)** offers further insights into the PersonalMap. In this report you will find a personal explanation and you will get useful interaction and communication tips. The differences between Active behaviour (the role) and Instinctive behavior are also discussed. The Route Guide can be expanded with two modules:

-  Leadership (Personal leadership, interpersonal leadership and Team leadership);
-  Sales

TEAMMAPPING

We have developed TeamMapping to provide insight into the relationships within a department or organization.

TeamMapping is a representation of the differences within a group, based on PersonalMapping. All participants are placed into the World of Difference, based on their PersonalMap. The result is a map that shows you instantly how a group or department is composed and which individual behavioral characteristics the participants have.



PRICE PER PRODUCT

The scale for the products is as follows:

Product	Price for Guides*	Commercial suggested retail price
PersonalMap	€ 41.-	€ 55.-
PersonalMapPro (Route Guide)	€ 21.-	€ 25.-
Module Leadership or Sales	€ 21.-	€ 25.-
TeamMap	€ 80.-	€ 100.-

**All products are digital.*

We apply a **special rate for **students** within educational institutions! The purchase price for the PersonalMap is only € 8.- and € 2.- for the Route Guide (500 pax+).*

A GOOD COLLABORATION KNOWS GOOD TERMS

- 🕒 The invoice for the certification training is sent 4 weeks before the start of the training. You will get access to e-learning at the same time;
- 🕒 The license starts immediately after the PersonalGuide certification training. (The license will be extended automatically and is billed after 12 months for Hong Kong, China, and Singapore, with a period of 1 year.) Cancellation must reach us 2 months before the extension date;
- 🕒 Payment of products goes by MapCoins via the payment module in the dashboard;
- 🕒 MapsTell uses a payment term of 14 days (MapCoins are prepaid);
- 🕒 Registrations for the MapsTell Guide programs can be canceled free of charge up to four weeks in advance. In the event of late cancellations, 80% will be charged;
- 🕒 21% VAT is waived for Hong Kong, China, and Singapore.

