



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

GOLDEN GUIDE OFFER: Hong Kong, China and Singapore – The first 100 certified Guides will be waived for life-long. And you will get one Personalmap on 1st of each month as a special reward.

The annual license fee as a MapsTell Guide is originally at €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?

Dashboard set up fee HKD 500 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.

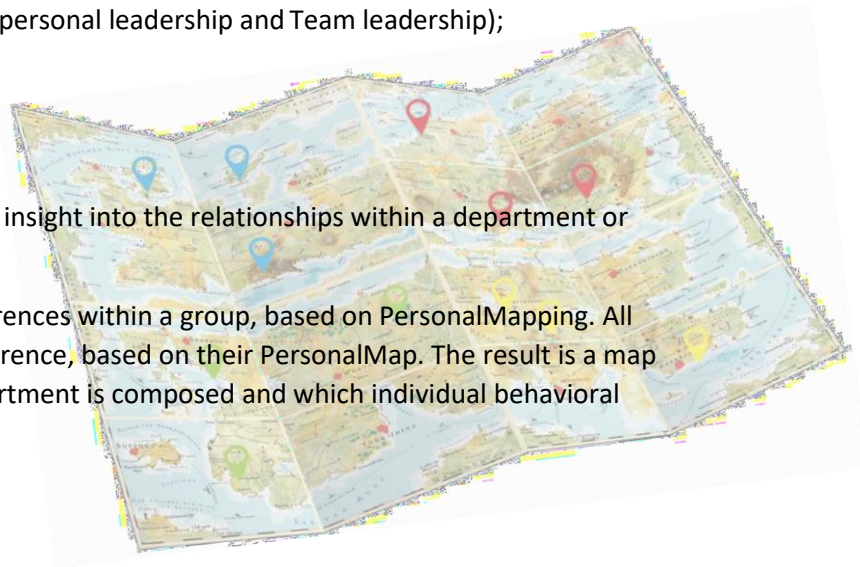
The **Route Guide (PersonalMapPro)** offers further insights into the PersonalMap. In this report you will find a personal explanation and you will get useful interaction and communication tips. The differences between Active behaviour (the role) and Instinctive behavior are also discussed. The Route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

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

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	Coins	Commercial suggested retail price
PersonalMap*	30	€ 45+
PersonalMapPro (Route Guide)*	15	€ 25+

* Products are digital and can be downloaded from dashboard.

We apply a **special rate** for **students** within educational institutions at a minimum of 500 pax, please let us know if you have potential project.

A special price for Mainland China and Malaysia market is available since April 2022, please contact your navigator for more information.

Please refer to the actual conversion rate announced by DISC Maps team. The final price is subjected to change based on the exchange rate, overseas transaction fee, and administration fee.

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 fee is waived for the Golden guide, and the original cost is €500 as an annual fee.
- 🕒 Payment of products goes by MapCoins, you may purchase Mapcoins online or make request to info@discmaps.com.hk. (Minimum charge will be applied.)
- 🕒 DISC Maps uses a payment term of 15 days after digital invoice is issued.
- 🕒 All certified guides are under the accreditation programme designed by Mapstell BV and Justwork Hong Kong.
- 🕒 21% VAT is waived for Hong Kong, China, and Singapore.

