



# ADRIAN RENNER

**Energizer**  
DISC Type : I

**Senior Staff Attorney at San Luis Obispo Legal Assistance Foundation**  
San Luis Obispo, California, United States

## Overview

Adrian has no verified overview

### 👉 Personality Overview

Enthusiastic      Imaginative      Full Of Energy

They are friendly, approachable and love to make new connections. They are not always early adopters but can be persuaded by leveraging strong relationships. Unlike C or D types, they are vocal with their opinions but not so much with their questions.

### 👉 Topics They Care About

Adrian has no verified topics they care about

## Media Appearances

Adrian has no verified media appearances

## Work History

- 7-2025  
Senior Staff Attorney at San Luis Obispo Legal Assistance Foundation
- 12-2022 - 12-2024  
Supervising Litigation Attorney at California Rural Legal Assistance, Inc.
- 1-2022 - 12-2022  
Staff Attorney at California Rural Legal Assistance, Inc.
- 7-2013 - 2-2015  
Assistant Public Defender at Will County Public Defender
- 8-2012 - 7-2013  
Operations Analyst at Chicago Clearing Corporation

## Education

- 2002 - 2005  
J.D from University of Wisconsin Law School
- 1996 - 2000  
Bachelor of Arts (B.A.) from University of Wisconsin-Madison

## More Information

Social Presence :



Prographics :

Exp : 10 Location : San Luis Obispo, California, United States Job Level : N/A

Designation : Senior Staff Attorney at San Luis Obispo Legal Assistance Foundation

## Insights For Selling To Adrian

### 👉 During A Call Or A Meeting

#### DO's

- Share some stories about how you you have helped people in similar positions succeed
- Use phrases like 'people will love', 'massive impact' etc.
- Invite them for a lunch or a drink/coffee

#### DONT's

- Avoid cutting into their flow
- Don't push them to make a decision too fast, let them get comfortable first
- Don't be too formal, focus on building comfort and trust

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

**Pace:** Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

**Tone:** Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

**Tactics To Win:** Giving social proof, personal rapport, usage of superlatives, repeating their name.

**Mistakes To Avoid:** Information overload, use of negations

**Making The Ask:** Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

**Subconscious Driver:** They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

### Script

**Greeting:** Hey Adrian, [user\_fname] here at [user\_companynamewordstwowords] calling you this morning/evening!

**Opener:** Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

**Introduction:** We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

**Ask:** Adrian, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

**Close:** So morning at around [time] next [tuesday], shall we say? And is it [prospect\_email]? Don't want to get that wrong you know!

## 👉 When Writing An Email

**Subject:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Adrian is

- *Relationship and rapport can play an important role, sometimes more than the other factors.*

Will you ever get a clear answer from Adrian

- *They will probably never say no directly, you have to make that decision yourself.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Adrian Move?

- *They are not the quickest decision makers, their friendly attitude could be misleading.*

Can Adrian Take Some Risk Or Not?

- *They may take certain risks that they deem unlikely of personal repercussions.*

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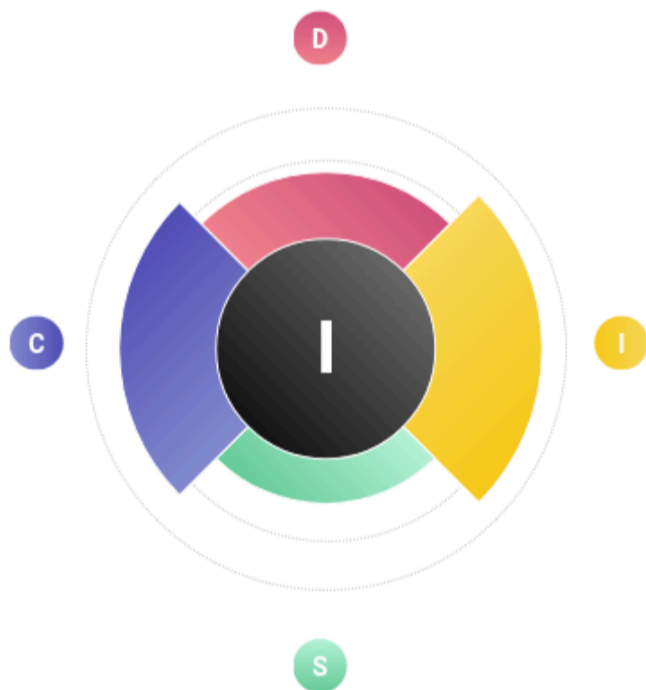
## You And Adrian

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Adrian's Key Traits



### INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.