



# ALLAN McCAY

**Doer**  
DISC Type : sd

Greater Sydney Area, Australia

## Overview

Allan has no verified overview

### Personality Overview

Long-term Focused      Deliberate Doer      Strategic Planner

They might take some time to make their mind up but once they do, they don't change it easily. They exhibit a rare combination of being result-oriented but patient at the same time. They are very professional in their approach and can weigh multiple perspectives together.

### Topics They Care About

Allan has no verified topics they care about

## Media Appearances

Allan has no verified media appearances

## Work History

Allan has no verified job history

## Education

Allan has no verified education history

## More Information

### Social Presence :



### Prographics :

Exp : **N/A**    Location : **Greater Sydney Area, Australia**    Job Level : **N/A**    Designation : **N/A**

# Insights For Selling To Allan

## 👉 During A Call Or A Meeting

### DO's

- Focus on the results that your product produces, expect some strategic questions in return
- Use phrases like 'your team deserves', 'best in class' etc.
- Let them know of potential risks but suggest mitigation methods alongside

### DONT's

- Don't get into pricing discussions early on, steer conversation towards proven results
- Don't take their patience for granted, avoid long-winding sermons
- Don't go over them unless you are left with no other option

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening Allan, how are you? This is [user\_fname] at [user\_companynamefirsttwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** Allan, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** To the point, formal

*Example: Personalized sales funnel', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Allan is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Allan

- *They will say no if they are not convinced but you will have to prompt them.*

## Insights For Deal Planning

How Fast (Or Slow) Will Allan Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Allan Take Some Risk Or Not?

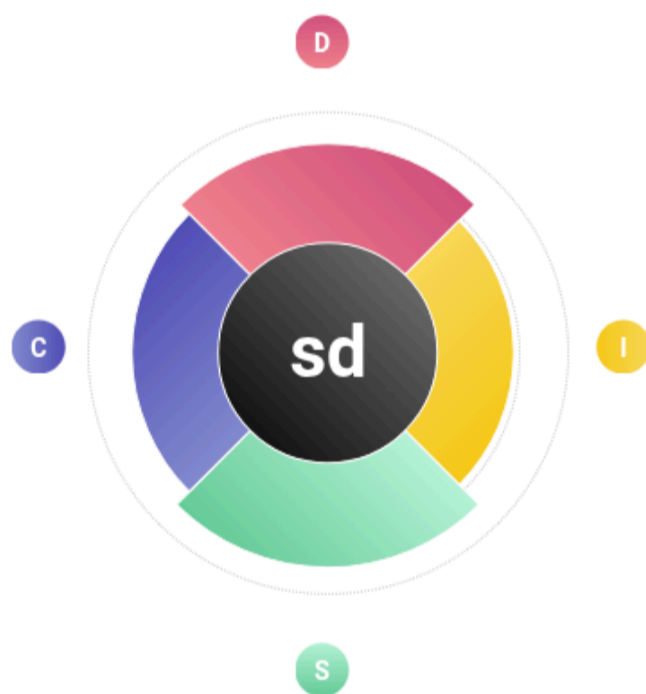
- *They have good risk tolerance but are likely to think it through once or twice.*

## You And Allan

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Allan's Key Traits



### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

### DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.