



# BIL SCHROEDER

**Observer**  
DISC Type : ci

**Director of Marketing & Communications at South Coast Repertory**  
Tustin, California, United States

## Overview

Bil has no verified overview

### Personality Overview

Example Seeker    Assertive    Curious

They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They often ask many questions and rely heavily on information and documentation. They are generally good communicators and can be hard to convince.

### Topics They Care About

Bil has no verified topics they care about

## Media Appearances

Bil has no verified media appearances

## Work History

- 6-2006  
Director of Marketing & Communications at South Coast Repertory
- 12-2001 - 6-2006  
Marketing Director at Studio Arena Theatre
- 9-1997 - 12-2001  
Media Relations Director at Yale School of Drama/Yale Repertory Theatre
- 8-1996 - 9-1997  
Public Relations Manager at Alabama Shakespeare Festival
- 5-1992 - 8-1996  
General Manager at Oklahoma Shakespearean Festival

## Education

- 1989 - 1992  
MFA from Wayne State University
- 1986 - 1989  
BA from Grand View University

## More Information

Social Presence :



Prographics :

Exp : **33** Location : **Tustin, California, United States** Job Level : **Mid-senior**

Designation : **Director of Marketing & Communications at South Coast Repertory**

## Insights For Selling To Bil

### 👉 During A Call Or A Meeting

#### DO's

- Help them understand the risk aspect fully while inspiring confidence
- Focus on immediate action-items rather than the larger goals
- Help them realize that there is no personal risk in making this decision

#### DONT's

- Don't try to rush them into a decision, provide all necessary information first
- Don't brush off any concerns, take all questions seriously
- Don't rely excessively on your relationship with them to win the deal

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Speaking in a slightly hesitant manner, and seeking their permission at the start through a negation can get you a chance.

**Pace:** Speak slightly fast, especially if you tend to be calm and confident. Sound like a 'knows their domain' person.

**Tone:** Keep your tone slightly apprehensive, as if you are a little unsure about calling them.

**Tactics To Win:** Use of negations, giving full information

**Mistakes To Avoid:** Use of superlatives, overusing social proof

**Making The Ask:** Use negations, it is extra effective with them. It gives them a chance to say no, they like doing that.

**Subconscious Driver:** They believe they know a lot, so it needs to make sense as well as make them curious. They need to think that it is something worth investigation.

### Script

**Greeting:** Hi Bil, this is [user\_fname] at [user\_companynamewithfirsttwowords].

**Opener:** You probably don't want to be on this cold call, would it be a problem if I asked for 30 seconds of your time?

**Introduction:** My company has leveraged 30+ years of research to build an AI that can predict anyone's personality, behavior and decision-making style before you even spend a minute with them.

**Ask:** Companies like [abc], [xyz] have been able to move [KPI1] by X% and [KPI2] by Y%. Would it be too much to put 15 minutes on your calendar to share why this could be high ROI for you?

**Close:** Can I suggest [time1] on [date1]? Or would you prefer any other slots? And [prospect\_email] would be the right email ID for you?

## 👉 When Writing An Email

**Subject:** Exciting but objective

*Example: Making it personalized, 'Changing how to sell' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' (along with the first name)*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Logically summarize, keep high energy

*Example: Something like 'If these points make it clear, lets wrap this up at 11am?'*

**Complimentary Close:** Unique or standard

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Confident, informational

**Overall Messaging:** Focused on generating excitement while staying objective

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Bil is

- *Clear proof of product value matters to them, followed by others' testimonials and rapport.*

Will you ever get a clear answer from Bil

- *They are practical and friendly, don't expect a clear-cut response often.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Bil Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Bil Take Some Risk Or Not?

- *They systematically evaluate all decisions and are unlikely to take many risks.*

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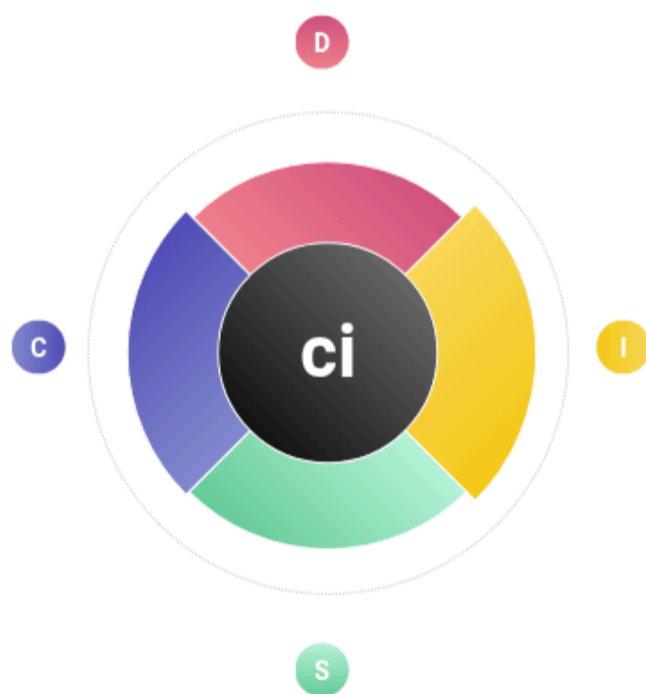
## You And Bil

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Bil's Key Traits



### CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.

### 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.