



BRIAN DiFONZO

Enigma
DISC Type : icd

Permanency Specialist at Family Services of Northwest Pennsylvania
Titusville, Pennsylvania, United States

Overview

Brian has no verified overview

👉 Personality Overview

Fast Follower Challenger Friendly Yet Blunt

They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They are likely to ask many questions and look heavily for supporting proof as well as information. They are generally strong communicators and are not easy to convince.

👉 Topics They Care About

Brian has no verified topics they care about

Media Appearances

Brian has no verified media appearances

Work History

- 1-2019
Permanency Specialist at Family Services of Northwest Pennsylvania
- 6-2015 - 12-2018
Supervisor-Big Brothers/Big Sisters of Meadville and Western Crawford County at Family Services of Northwest Pennsylvania
- 5-2015
Substitute Teacher at Various School Districts
- 7-2014
Freelance Writer at The Titusville Herald
- 1-1990
Feelance Announcer at Various

Education

- Bachelor's Degree from Clarion University of Pennsylvania
- 1985 - 1989
Bachelor's degree from St. Bonaventure University

More Information

Social Presence :



Prographics :

Exp : **36** Location : **Titusville, Pennsylvania, United States** Job Level : **Junior**

Designation : **Permanency Specialist at Family Services of Northwest Pennsylvania**

Insights For Selling To Brian

👉 During A Call Or A Meeting

DO's

- Help them realize that any personal risk in making this decision is far less compared to what the results could mean for them
- Leverage 'negging', or the art of asking negative questions like "you must not be convinced yet..."
- Be prepared for a mix of questions and inquisitiveness, answer them in the tone in which they have been asked

DONT's

- Don't be too objective but make sure to pad your storytelling with data points
- Avoid long presentations and just 'high-level' value proposition, dive into the details
- Don't try to rush them into a decision, provide all necessary information first

👉 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 Brian, [user_fname] here at [user_companynamewithfirsttwowords] 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: Brian, 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: 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 Brian is

- *Proven value, strong objective evidence are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Brian

- *They are practical and friendly, but can give a clear response with a little prodding*

Insights For Deal Planning

How Fast (Or Slow) Will Brian Move?

- *They like to be detailed, so unless they develop strong conviction, they can take their time to arrive at decisions*

Can Brian Take Some Risk Or Not?

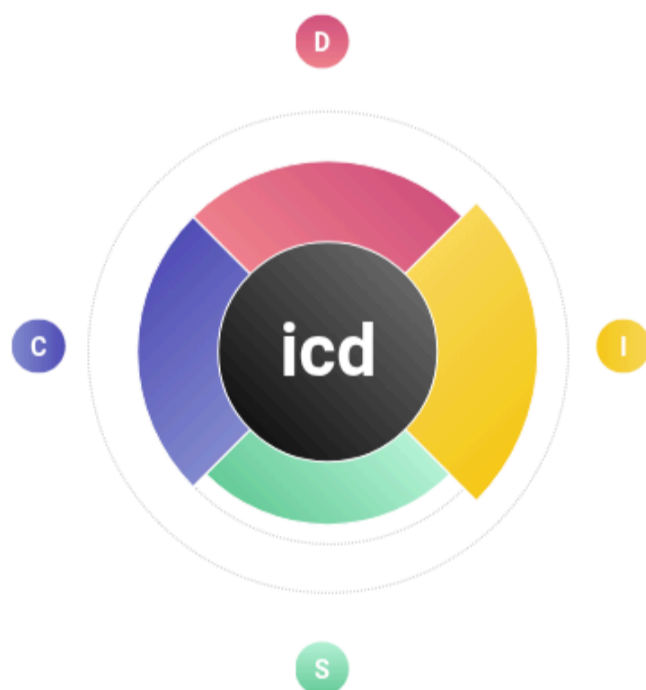
- *They evaluate their decisions systematically and do not take risks that often, unless you can get them to develop strong conviction*

You And Brian

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Brian'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.

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.

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.