



CHARLES LUX

Examiner
DISC Type : sc

Catering Server at MCL Restaurant & Bakery
Fishers, Indiana, United States

Overview

Charles has no verified overview

👉 Personality Overview

Unexpressive Tough To Convince Status Quo Seeker

They are heavily focused on quality and prefer doing things the right way, even if it takes time. They tend to have clarity about their needs and constraints, and are unlikely to over-promise. They are always well-planned and adopt a systematic approach.

👉 Topics They Care About

Charles has no verified topics they care about

Media Appearances

Charles has no verified media appearances

Work History

- 4-2023
Catering Server at MCL Restaurant & Bakery
- 5-2022 - 8-2022
Carpenter at Christman Bros Builders LLC
- 8-2020 - 4-2021
Drive Thru at Aqua Systems
- 11-2020 - 12-2020
Shipping Department at A Taste of Indiana

Education

- 8-2021 - 5-2025
Bachelor of Science in Business (BSB) from Indiana University - Kelley School of Business
- 2017 - 2021
Education details unavailable from Fishers High School

More Information

Social Presence :



Prographics :

Exp : 2 Location : **Fishers, Indiana, United States** Job Level : **N/A**

Designation : **Catering Server at MCL Restaurant & Bakery**

Interested In

Health & Outdoor

Outdoorsman, Outdoorsman

Insights For Selling To Charles

👉 During A Call Or A Meeting

DO's

- Ask them which other stakeholders would be important for this purchase decision
- First of all, focus on building their confidence by sharing examples, case studies etc.
- Expect them to be slow and cautious, encourage them to ask more questions

DONT's

- Don't rely on relationship building even if they act pleasantly
- Don't be very accepting if that is your natural style, stay firm
- Don't push them too hard to make fast decisions, give them time

👉 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 Charles, how are you? This is [user_fname] at [user_companynamewithfirsttwowords].

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: Charles, 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: Precise

Example: Measurable results', '6.2% more sales' etc.

Salutation: Yes (Something formal)

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

Greeting: Yes (Say something formal/usual)

Example: Use standard lines, like 'I hope that you are doing well' etc.

Emojis/GIFs:

Bullet Points: Recommended

Closing Line: Logically summarize/ask

Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'

Complimentary Close: Formal

Example: Something simple like 'Thanks', 'Regards' etc.

Tone of Words: Objective, informational

Overall Messaging: Focused on removing doubts

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Charles is

- For them, low risk and acceptance by others are very important, followed by proof of ROI.

Will you ever get a clear answer from Charles

- They don't say no often, they push out the decisions or keep going around in circles.

Insights For Deal Planning

How Fast (Or Slow) Will Charles Move?

- They do not like to take decisions in a hurry, so they could be slow in making their mind up.

Can Charles Take Some Risk Or Not?

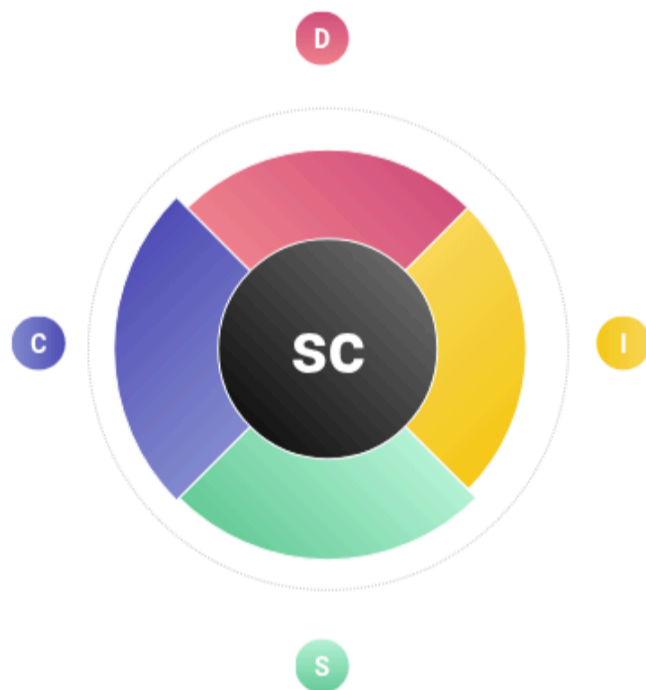
- They are low on risk-appetite and prefer to make informed decisions.

You And Charles

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Charles'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.

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.