



DAN CASTRO

Inspirer
DISC Type : di

President at Robust Advisors Inc.
Paramus, New Jersey, United States

Overview

Dan has no verified overview

Personality Overview

Fast Adopter

Generous

Confident & Optimistic

They usually prefer to drive the conversation. They respond well to objective pitches but also attach some value to relationships. They measure a product on its merit but can be influenced by strong testimonials.

Topics They Care About

Dan has no verified topics they care about

Media Appearances

Dan has no verified media appearances

Work History

- 1-2013
President at Robust Advisors Inc.
- 2-2020 - 7-2024
Chairman Investment Committee at Samas Asset Management
- 5-2011 - 12-2012
Consultant at Independent Consultant
- 5-2010 - 4-2011
Managing Director at BTIG LLC
- 2008 - 6-2010
Chief Risk Officer at Huxley Capital Management

Education

- 1976 - 1980
BA from University of Notre Dame
- 1980 - 1982
MBA from Washington University in St. Louis - Olin Business School

More Information

Social Presence :



Prographics :

Exp : 33 Location : Paramus, New Jersey, United States Job Level : N/A Designation : President at Robust Advisors Inc.

Insights For Selling To Dan

👉 During A Call Or A Meeting

DO's

- Keep your pitch focused on the impact but insert some anecdotes into it
- Acknowledge their status and position during the conversation
- Look like someone who is on top of their game

DONT's

- Avoid focusing only on the product or its ROI, keep building trust subtly
- Don't be unorganized, be prepared for the pitch
- Don't be too verbose or overly friendly; a little bit, however, is fine

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Dan, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: Exciting, direct

Example: John, quantum jump', 'Is it game over?' etc.

Salutation: No

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

Greeting: No (Or say something unique)

Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Informally state your ask

Example: Something like 'John, if you are on, let's finalize tomorrow?'

Complimentary Close: Unique, casual

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

Tone of Words: Informal, direct

Overall Messaging: Focused on personal achievement

Length of Mail: Short

Example: Ideally upto 100-120 words

👉 While Negotiating & Closing

The secret to closing fast with Dan is

- *Product value plays a big role, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Dan

- *If they do not firmly believe in you, they will refuse without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Dan Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Dan Take Some Risk Or Not?

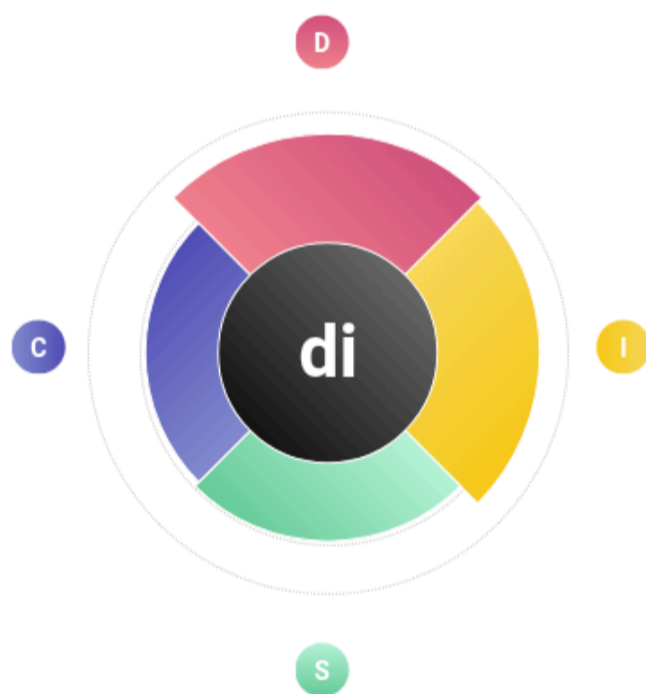
- *They have the capability of taking risky decisions if necessary.*

You And Dan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Dan's Key Traits



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.

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.