



# DEBBIE CRIGGER

**Questioner**  
DISC Type : c

**Retired Director - Industrial Hygiene at Retired Bridgestone Americas**  
Mount Juliet, Tennessee, United States

## Overview

Debbie has no verified overview

### 👤 Personality Overview

Value Seeker      Systematic      Price-Sensitive

They are more likely than others to negotiate on pricing and terms. They generally do not appreciate an overfriendly approach and prefer to stay to-the-point. They prefer to do thorough analysis of any situation.

### 👤 Topics They Care About

Debbie has no verified topics they care about

## Media Appearances

Debbie has no verified media appearances

## Work History

- 4-2025  
Retired Director - Industrial Hygiene at Retired Bridgestone Americas
- 11-1992 - 4-2025  
Director - Industrial Hygiene at Bridgestone Americas
- 3-1990 - 11-1992  
Consultant at James Folsom & Associates
- 3-1987 - 3-1990  
Industrial Hygienist at Michelin
- 6-1985 - 3-1987  
Industrial Hygienist at AT&T Technologies

## Education

- 1983 - 1985  
MPH from University of Michigan
- 1980 - 1982  
BS from Slippery Rock University

## More Information

Social Presence :



Prographics :

Exp : **40** Location : **Mount Juliet, Tennessee, United States** Job Level : **Mid-senior**

Designation : **Retired Director - Industrial Hygiene at Retired Bridgestone Americas**

## Insights For Selling To Debbie

### 👉 During A Call Or A Meeting

#### DO's

- Share as much information as possible regarding your product
- Emphasise more on facts and measurable benefits
- Back up any claims with data and numbers

#### DONT's

- Don't depend too much on anecdotal evidence, it reduces their confidence
- Avoid rushing them, be polite and patient
- Don't try to be too friendly or informal with them

## 👉 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 Debbie, 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:** Objective

*Example: Getting personalization right, '40% increase' etc.*

**Salutation:** Yes (Something usual)

*Example: Use 'Hi' or only the first name*

**Greeting:** No

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

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make sense, shall we speak tomorrow?'*

**Complimentary Close:** None or formal

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

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on allaying doubts and ROI

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Debbie is

- *Confidence that the product provides ROI, effective pricing and process adherence matter the most to them.*

Will you ever get a clear answer from Debbie

- *It doesn't come naturally to them but they can say no if they are not convinced.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Debbie Move?

- *They can move at a reasonable pace while making their decisions if they have the necessary information.*

Can Debbie Take Some Risk Or Not?

- *They can take some risk if they are confident that they have analyzed the circumstances well.*

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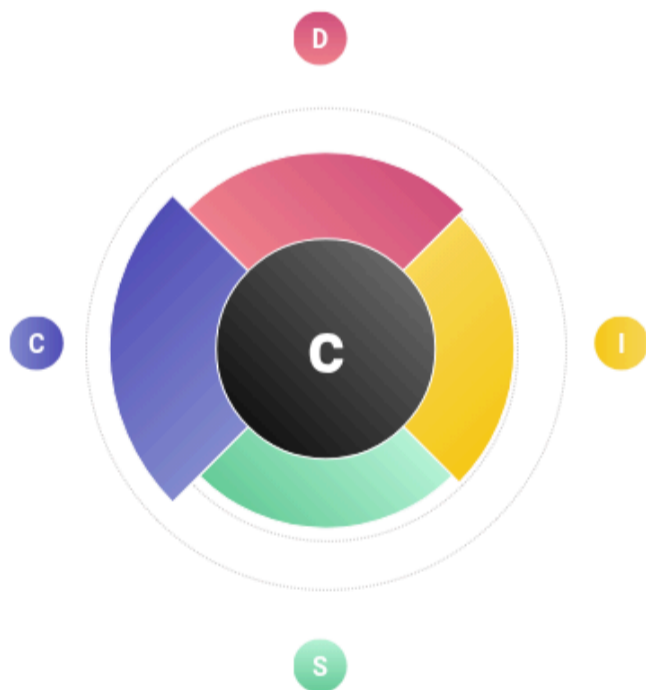
## You And Debbie

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Debbie'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.