



ELIZABETH SMITH

Inquirer
DISC Type : dc

Retired at Beau Ties of Vermont
Middlebury, Vermont, United States

Overview

Elizabeth has no verified overview

Personality Overview

Upfront **Judgemental** **ROI Conscious**

They care equally about the product and its potential impact. They can be nudged to make faster decisions by offering what they value. They respond well to confident salespeople.

Topics They Care About

Elizabeth has no verified topics they care about

Media Appearances

Elizabeth has no verified media appearances

Work History

- 1-2023
Retired at Beau Ties of Vermont
- 10-1999
Sales Manager at Beau Ties of Vermont
- 6-1990 - 6-1998
Executive Assistant at Salem Oil & Grease Co.
- 6-1986 - 6-1998
Customer Service Representative at Delta Air Lines

Education

- Education details unavailable from Hanover High School
- Education details unavailable from Skidmore College

More Information

Social Presence :



Prographics :

Exp : 38 Location : Middlebury, Vermont, United States Job Level : Middle Designation : Retired at Beau Ties of Vermont

Insights For Selling To Elizabeth

👉 During A Call Or A Meeting

DO's

- Ask them questions confidently while doing discovery, don't be apologetic
- Tell them that you are there to help them create visible impact within their organization
- Highlight the competitive differentiation of your product

DONT's

- Don't try to be an alpha salesperson, give them equal space
- Avoid repeating yourself or making generalizations
- Do not give up if they are not convinced, try again with a different approach

👉 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: Elizabeth, 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: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

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

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Elizabeth is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Elizabeth

- *They may hesitate slightly, but if they are not convinced, they will say no.*

Insights For Deal Planning

How Fast (Or Slow) Will Elizabeth Move?

- *Their decision making speed is somewhere in the middle.*

Can Elizabeth Take Some Risk Or Not?

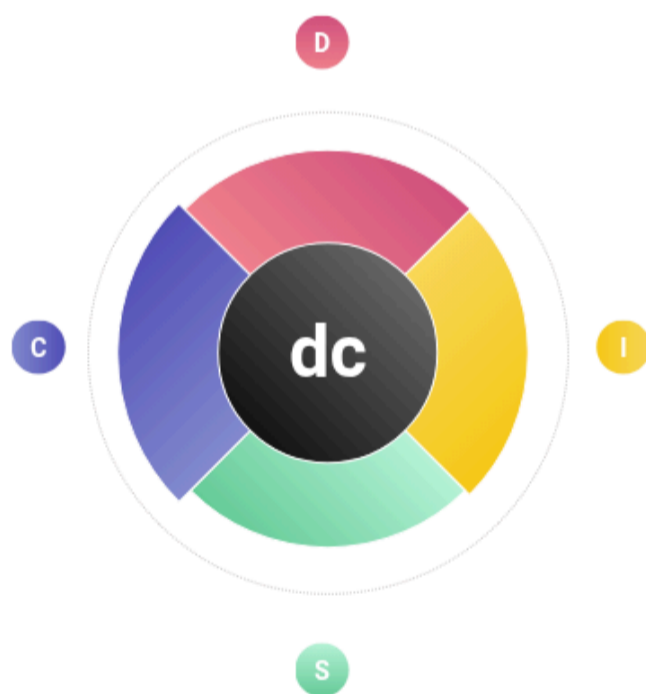
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Elizabeth

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Elizabeth'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.

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.