



## ELLIS BAILEY

**Enthusiast**  
DISC Type : i

**Gas distribution operations at WEC Energy Group**  
Greater Chicago Area, United States

### Overview

Ellis has no verified overview

#### Personality Overview

Optimistic

Amiable & Agreeable

Story Driven

They tend to be agreeable by nature, so take their promises with a pinch of salt. Unlike D or C types, they are convinced more by stories and testimonials. They prefer to build relationships rather than staying totally transactional.

#### Topics They Care About

Ellis has no verified topics they care about

### Media Appearances

Ellis has no verified media appearances

### Work History

- 12-2019  
Gas distribution operations at WEC Energy Group
- 6-2009 - 12-2012  
Medical Technician at United States Air Force
- 5-2006 - 10-2007  
Intern at Nicor Gas Company

### Education

- 2017 - 2019  
Bachelor of Science - BS from University of Phoenix
- 2012 - 2014  
Nuclear Medical Technology/Technologist from College of DuPage
- 2011 - 2012  
General Studies from American Public University System
- 2009 - 2012  
Military Applied Sciences from university of Air force
- Associate Degree from American Military University

## More Information

Social Presence :



Prographics :

Exp : 10 Location : **Greater Chicago Area, United States** Job Level : **N/A**

Designation : **Gas distribution operations at WEC Energy Group**

## Insights For Selling To Ellis

### 👉 During A Call Or A Meeting

#### DO's

- Ask them how their day is going or exchange some other pleasantries
- Compliment them about their personality if you get a chance
- Maintain high, positive energy and convey confidence

#### DONT's

- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time
- Don't be critical or challenge them openly, they can react defensively
- Don't ask too many questions in one go, weave them into the flow

## 👉 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 Ellis, [user\_fname] here at [user\_companynamewordstwowords] 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:** Ellis, 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:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Ellis is

- *Relationship and rapport are valuable for them, but so is proven product value.*

Will you ever get a clear answer from Ellis

- *They are unlikely to say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Ellis Move?

- *They are not very fast decision makers, even while they continue to stay engaged.*

Can Ellis Take Some Risk Or Not?

- *They can take some low-probability risks if needed.*

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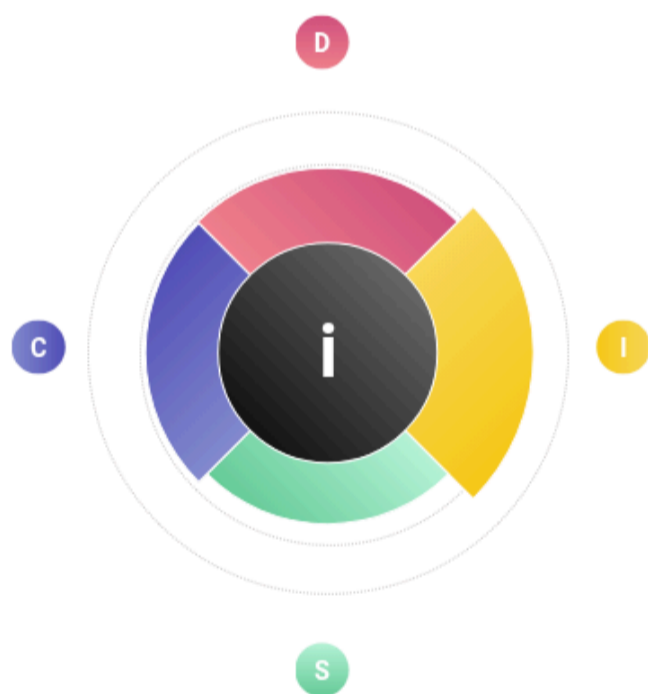
## You And Ellis

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Ellis'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.