



IAN PFAFF

Inspirer
DISC Type : id

General Manager at IGotCars
Pensacola, Florida, United States

Overview

Ian has no verified overview

Personality Overview

Charming & Persuasive Decisive Fast Adopter

They respond well to objective pitches but also attach some value to relationships. They usually prefer to drive the conversation. They don't mind taking a stand if they believe in something.

Topics They Care About

Ian has no verified topics they care about

Media Appearances

Ian has no verified media appearances

Work History

- 11-2024
General Manager at IGotCars
- 9-2024 - 11-2024
Guest Service Representative at Phoenix Suns
- 5-2023 - 10-2024
Assistant Manager at IGotCars
- 5-2022 - 5-2023
Guest Services Associate at Casper Country Club
- 5-2016 - 7-2021
Swim Coach at Swim America

Education

- 8-2020 - 5-2023
Associate's degree from Casper College

More Information

Social Presence :



Prographics :

Exp : 9 Location : **Pensacola, Florida, United States** Job Level : **Senior** Designation : **General Manager at IGotCars**

Insights For Selling To Ian

👉 During A Call Or A Meeting

DO's

- Clearly address the competitive aspects
- Focus on the big picture and the strategic value of your product
- Keep your pitch focused on the impact but insert some anecdotes into it

DONT's

- Don't be unorganized, be prepared for the pitch
- Don't keep repeating the same information, it could make them impatient
- Don't be very informal even if they are being so themselves

👉 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 Ian, [user_fname] here at [user_companynamewithfirsttwowords] 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: Ian, 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: 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 Ian is

- *Confidence in the product's value is critical, followed by relationship and a sense of achievement.*

Will you ever get a clear answer from Ian

- *They will not hesitate to say no if they do not develop conviction.*

Insights For Deal Planning

How Fast (Or Slow) Will Ian Move?

- *If they develop confidence in your product and you, then they can make fast decisions.*

Can Ian Take Some Risk Or Not?

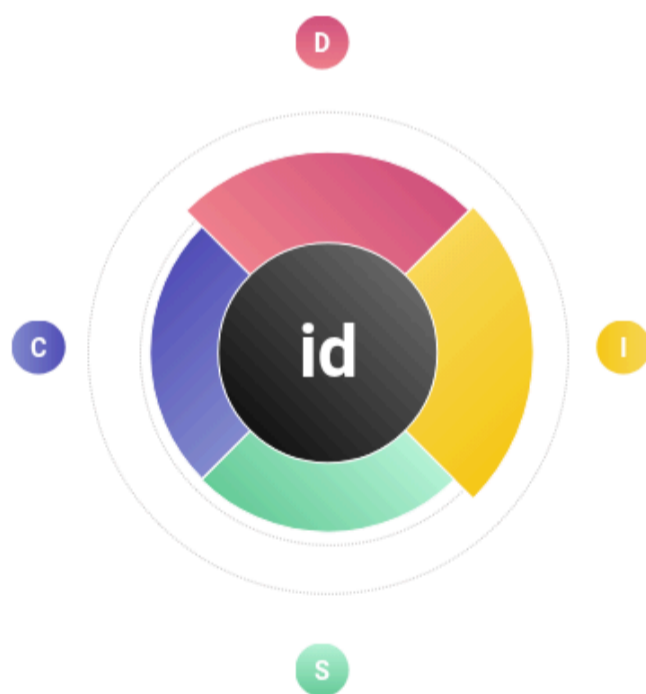
- *If necessary, they have the ability to take risky decisions.*

You And Ian

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ian'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.

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.