



# JACK PRICHARD

**Enthusiast**

DISC Type : i

**Sales Associate Team Lead at Heffernan Insurance Brokers**

San Francisco, California, United States

## Overview

Jack has no verified overview

### Personality Overview

**Optimistic**

**Story Driven**

**Amiable & Agreeable**

They are generally friendly, so be careful when relying on their word. Unlike D or C types, they are convinced more by stories and testimonials. They are more about building relationships than just cutting deals.

### Topics They Care About

Jack has no verified topics they care about

## Media Appearances

Jack has no verified media appearances

## Work History

- 8-2025  
Sales Associate Team Lead at Heffernan Insurance Brokers
- 6-2024 - 7-2024  
Intern at Costero Brokers Ltd.
- 1-2024 - 1-2025  
President at University of Washington Interfraternity Council
- 8-2023 - 8-2025  
Administrative Assistant at Heffernan Insurance Brokers
- 5-2023 - 8-2023  
Assistant Swim Coach at Seattle Tennis Club

## Education

- 8-2021 - 6-2025  
Political Science from University of Washington
- 2017 - 2021  
NA from Monte Vista High School

## More Information

Social Presence :



Prographics :

Exp : 2 Location : **San Francisco, California, United States** Job Level : **Junior**

Designation : **Sales Associate Team Lead at Heffernan Insurance Brokers**

## Insights For Selling To Jack

### 👉 During A Call Or A Meeting

#### DO's

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

#### DONT's

- 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
- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time

## 👉 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 Jack, [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:** Jack, 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 Jack is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Jack

- *They will hardly ever say a direct no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Jack Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Jack Take Some Risk Or Not?

- *If it seems really necessary, they can take small risks.*

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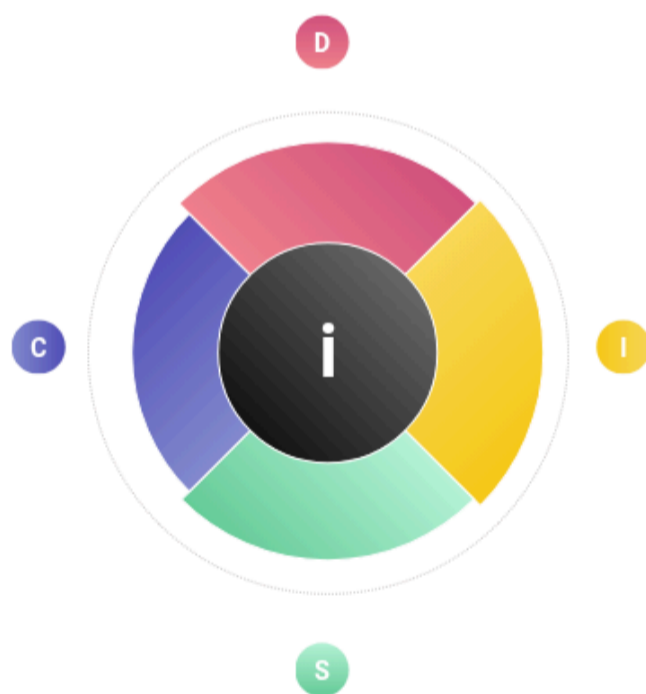
## You And Jack

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Jack'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.