



JAY DANEK

Energizer
DISC Type : I

Author at Got to Live
Scottsdale, Arizona, United States

Overview

Jay has no verified overview

Personality Overview

Full Of Energy

Informal

Believer

Unlike C or D types, they are vocal with their opinions but not so much with their questions. They are people oriented, friendly and like creating new connections. They are not always early adopters but can be persuaded by leveraging strong relationships.

Topics They Care About

Jay has no verified topics they care about

Media Appearances

Jay has no verified media appearances

Work History

- 5-2013
Author at Got to Live
- 8-2004
General Manager Of Operations at West Coast Turf
- 8-2004
General Manager at West Coast Turf
- 9-2001 - 8-2004
Assistant Superintendent at Desert Mountain Properties
- 2-1998 - 8-2001
Assistant Superintendent at Travis Pointe Country Club

Education

- 1998 - 2000
B.S. Crop and Soil Science from Michigan State University
- 1997 - 1997
Turfgrass Management from Mundus Institute

More Information

Social Presence :



Prographics :

Exp : 28 Location : **Scottsdale, Arizona, United States** Job Level : **Senior** Designation : **Author at Got to Live**

Insights For Selling To Jay

👉 During A Call Or A Meeting

DO's

- Use adjectives like 'amazing', 'coolest', 'unbelievable' etc.
- Be friendly and entertaining in your conversation
- Invite them for a lunch or a drink/coffee

DONT's

- Don't be too formal, focus on building comfort and trust
- Avoid ifs and buts, don't talk too much about the risks etc.
- Don't assume a yes just because they have not said no

👉 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 Jay, [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: Jay, 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 Jay is

- *Relationship and trust can be vital with them, sometimes more than anything else.*

Will you ever get a clear answer from Jay

- *They are unlikely to say no directly, you have to make that decision yourself.*

Insights For Deal Planning

How Fast (Or Slow) Will Jay Move?

- *They are not the fastest decision makers, their friendly approach can give false positive signals.*

Can Jay Take Some Risk Or Not?

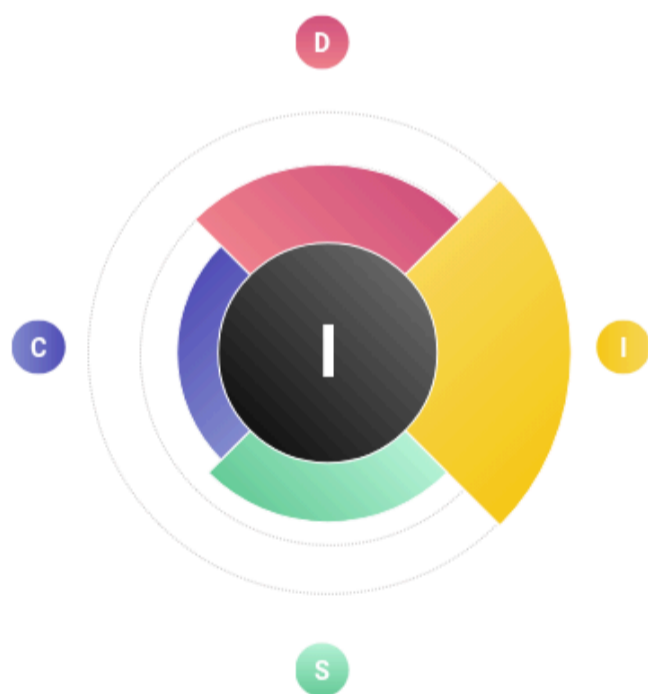
- *They can take certain risks that are unlikely to have personal consequences.*

You And Jay

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Jay'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.