



# JONATHAN MCGOOKEY

**Inspirer**  
DISC Type : id

**Partner at Kademenos, Wisehart, Hines, Dolyk & Wright Co. LPA**  
Sandusky, Ohio, United States

## Overview

Jonathan has no verified overview

### 👤 Personality Overview

Charming & Persuasive      Fast Adopter      Achievement Oriented

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

### 👤 Topics They Care About

Jonathan has no verified topics they care about

## Media Appearances

Jonathan has no verified media appearances

## Work History

- 11-2022  
Partner at Kademenos, Wisehart, Hines, Dolyk & Wright Co. LPA
- 7-2021 - 1-2024  
Partner at KOCHER & GILLUM
- 1-2018 - 8-2021  
Associate Attorney at KOCHER & GILLUM
- 6-2008 - 9-2013  
Customer Solutions Consultant at Sears Holdings Corporation

## Education

- 2013 - 2016  
Doctor of Law (J.D.) from Cleveland State University - Cleveland-Marshall College of Law
- 2010 - 2013  
Bachelor of Arts (B.A.) from The Ohio State University

## More Information

Social Presence :



## Prographics :

Exp : **13** Location : **Sandusky, Ohio, United States** Job Level : **N/A**

Designation : **Partner at Kademenos, Wisehart, Hines, Dolyk & Wright Co. LPA**

## Insights For Selling To Jonathan

### 👉 During A Call Or A Meeting

#### DO's

- Clearly address the competitive aspects
- Get them to a point where they are ready to bat for your product internally
- Refer to testimonials from well known people to highlight the value of your product

#### DONT's

- Don't be too verbose or overly friendly; a little bit, however, is fine
- Don't be very informal even if they are being so themselves
- Don't be unorganized, be prepared for the pitch

## 👉 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 Jonathan, [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:** Jonathan, 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 Jonathan 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 Jonathan

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

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## Insights For Deal Planning

How Fast (Or Slow) Will Jonathan Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Jonathan Take Some Risk Or Not?

- *They have the capability of taking risky decisions if necessary.*

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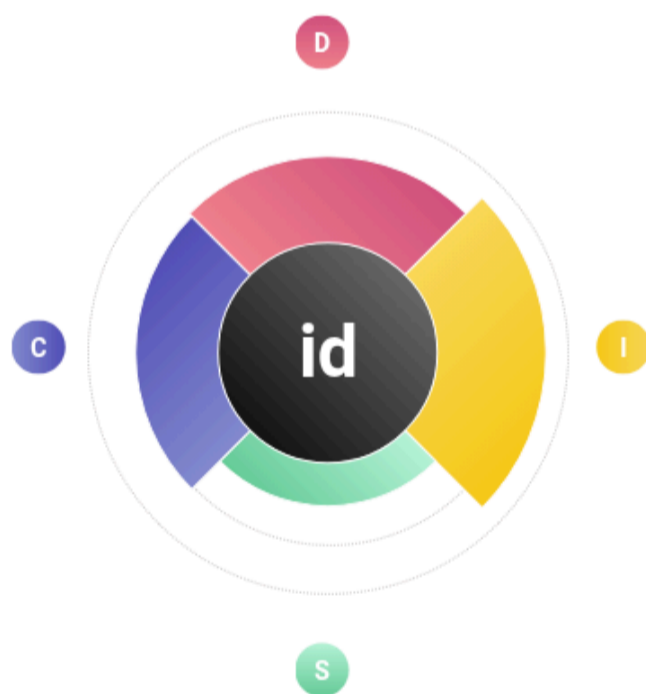
## You And Jonathan

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Jonathan'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.