



KYLE BURT

Commander
DISC Type : D

Founder at Augentic AI
North Port-Sarasota Area, United States

Overview

Kyle has no verified overview

Personality Overview

Very Quick

Impact-Driven

Strong-Willed

They are not always relationship oriented. More than the product, they care about the impact of the product. They prefer to be the ones controlling the conversation or defining the terms.

Topics They Care About

Kyle has no verified topics they care about

Media Appearances

Kyle has no verified media appearances

Work History

- 3-2026
Founder at Augentic AI
- 12-2015
Founder and Chief Technology Advisor at Catch Advisors
- 4-2006 - 6-2016
Enterprise Sales Executive 2 at AT&T

Education

- 2010 - 2014
Bachelor of Science Communications from Arizona State University

More Information

Social Presence :



Prographics :

Exp : 20 Location : North Port-Sarasota Area, United States Job Level : Leadership Designation : Founder at Augentic AI

Insights For Selling To Kyle

👉 During A Call Or A Meeting

DO's

- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Speak about competitive differentiation that your product offers
- Use phrases like 'it's your decision', 'strategic impact' etc.

DONT's

- Do not spend too much time focusing on product tech or features
- Don't be in a rush to invite them for a social meet and greet
- Do not hesitate from asking counter questions, just avoid challenging their authority

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Kyle, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point

Example: Personalization', 'Sales conversion' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Skip 'Warm regards', 'Best wishes' etc., just write your name

Tone of Words: Confident, challenging

Overall Messaging: Focused on results

Length of Mail: Very Short

Example: Less than 75 words

👉 While Negotiating & Closing

The secret to closing fast with Kyle is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Kyle

- *If they decide not to go ahead, they will say no without hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Kyle Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Kyle Take Some Risk Or Not?

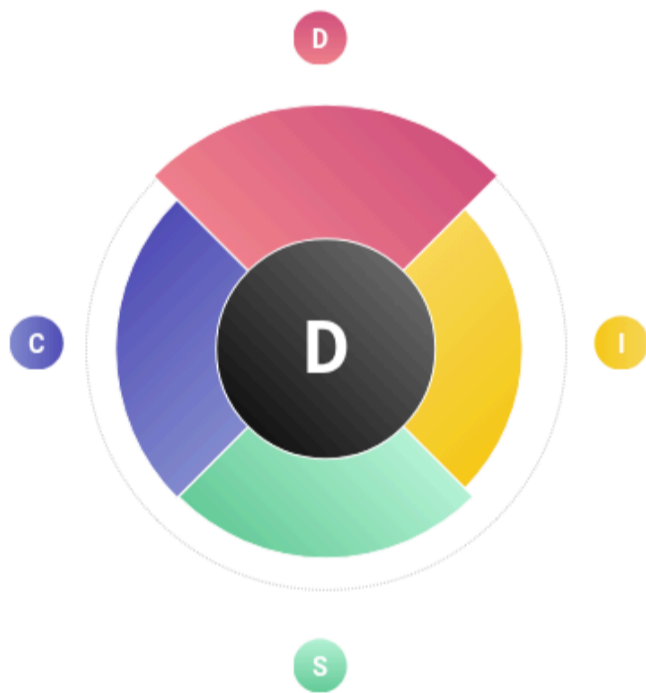
- *They don't mind risks but can be quite binary about them.*

You And Kyle

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Kyle's Key Traits



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.