



MICHAEL BELL

Observer
DISC Type : ic

Senior Vice President at Blackhawk Bank & Trust
United States

Overview

Michael Bell serves as a Senior Vice President at Blackhawk Bank & Trust, drawing on his previous experience as a Quad City Market President. He provides guidance on comprehensive financial well-being, covering topics from budgeting to estate planning. He holds a Bachelor of Science from Bradley University.

As a proud alumnus of Bradley University, Michael maintains an active interest in the institution. His professional focus on helping individuals and families with their long-term financial health suggests a strong commitment to supporting the goals of those in his community.

He is a published author on the banks platform, offering financial advice directly to the community on topics ranging from tax preparation to retirement planning.

👉 Personality Overview

Value Driven Example Seeker Assertive

They are generally good communicators and can be hard to convince. They can sound friendly and charming but can quickly change gears to become inquisitive and probing. They ask a lot of questions and rely heavily on information and collaterals.

👉 Topics They Care About

Personal Finance

Authors articles advising the public on financial well-being, including estate planning, tax preparation, investment reviews, and budgeting to meet future goals.

Community Banking

His career as a Senior Vice President and former Quad City Market President demonstrates a long-term focus on serving the financial needs of local communities.

Quad Cities Economy

[Predicted] His leadership roles are centered on the Quad Cities market, indicating a professional and personal investment in the area's economic development and prosperity.

Wealth Management

Advises on assessing retirement plans and investment accounts like 401(k)s and IRAs to ensure they align with long-term goals and risk tolerance.

Bradley University

He is an alumnus of Bradley University, where he earned his Bachelor of Science, and lists the university as a personal interest.

Bradley Braves

[Predicted] Based on his connection to and stated interest in Bradley University, he likely follows their collegiate sports teams.



Media Appearances

Michael has no verified media appearances

Work History

- 7-2025
Senior Vice President at Blackhawk Bank & Trust
- 7-2009 - 5-2025
Vice President & Quad City Market President at Midwest Bank of Western Illinois

Education

- 1988 - 1990
Bachelor of Science - BS from Bradley University
- 1-1987 - 5-1988
Education details unavailable from Indian Hills Community College

More Information

Social Presence :



Prographics :

Exp : **16** Location : **United States** Job Level : **Leadership** Designation : **Senior Vice President at Blackhawk Bank & Trust**

Insights For Selling To Michael

During A Call Or A Meeting

DO's

- Invite them for a social do but don't rely solely on the relationship
- Persuade objectively how your product will help them achieve their goals
- Build rapport, it will come handy to handle hard questions later

DONT's

- Avoid making offhand commitments
- Don't brush off any concerns, take all questions seriously
- Don't try to rush them into a decision, provide all necessary information first

👉 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 Michael, [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: Michael, 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 but objective

Example: Making it personalized', 'Changing how to sell' etc.

Salutation: Yes (Something usual)

Example: Use 'Hi' (along with the first name)

Greeting: No

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

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Logically summarize, keep high energy

Example: Something like 'If these points make it clear, lets wrap this up at 11am?'

Complimentary Close: Unique or standard

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Confident, informational

Overall Messaging: Focused on generating excitement while staying objective

Length of Mail: Medium

Example: Ideally upto 120-130 words

👉 While Negotiating & Closing

The secret to closing fast with Michael is

- *Proven value, strong testimonials are important for them, rapport can impact decisions a little.*

Will you ever get a clear answer from Michael

- *They are practical and friendly, don't expect a clear-cut response often.*

Insights For Deal Planning

How Fast (Or Slow) Will Michael Move?

- *They like to be detailed and take their time to arrive at decisions.*

Can Michael Take Some Risk Or Not?

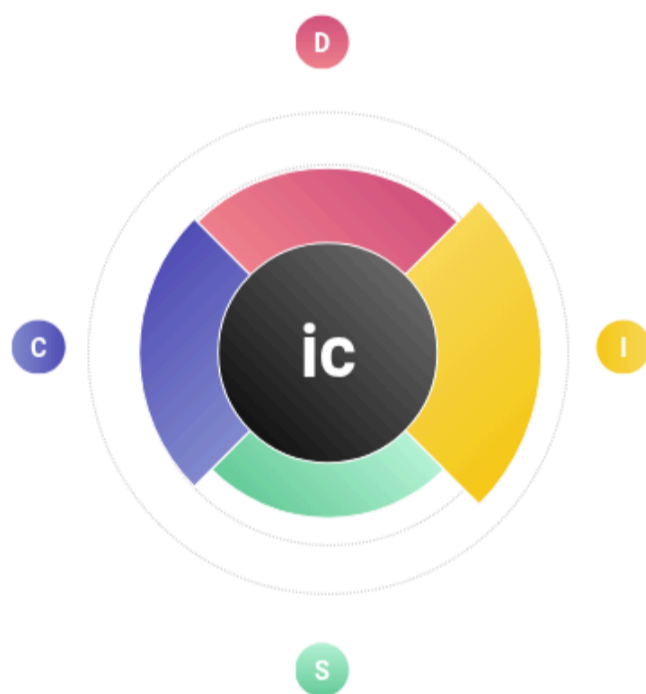
- *They weigh all decisions systematically and are unlikely to take many risks.*

You And Michael

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Michael'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.

CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.