



# MIKE HICKEY

**Galvanizer**  
DISC Type : Id

**Director, Agency Management at Pie Insurance**  
United States

## Overview

Mike has no verified overview

### 👤 Personality Overview

Self-Assured

Trusting

Socially Adept

They prefer to ensure that they are in control of the situation. They are more likely to accept new and exciting technologies. They are charming and can persuade others to support their decisions.

### 👤 Topics They Care About

Mike has no verified topics they care about

## Media Appearances

Mike has no verified media appearances

## Work History

- 12-2025  
Director, Agency Management at Pie Insurance
- 6-2024 - 12-2025  
Director of Commercial Auto at Pie Insurance
- 3-2023 - 6-2024  
Director, Commercial Auto Operations at Pie Insurance
- 9-2020 - 2-2021  
Director of Sales, Digital Agency at Insureon
- 4-2019 - 9-2020  
Sales Team Lead at Insureon

## Education

- Education details unavailable from University of South Florida

## More Information

Social Presence :



Prographics :

Exp : 10 Location : **United States** Job Level : **Mid-senior** Designation : **Director, Agency Management at Pie Insurance**

## Insights For Selling To Mike

### 👉 During A Call Or A Meeting

#### DO's

- Use words like 'partner', 'together', 'impact' etc.
- Find ways to push them a little if they don't start giving a clear yes or no in due course
- Focus on building a relationship, it can play a key role in their decision making

#### DONT's

- Don't rely too much on what they promise, make your own deductions
- Don't hesitate from asking questions, but take a friendly and warm approach
- Do not come across as negative or non-supportive, work with them as a partner

## 👉 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 Mike, [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:** Mike, 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 Mike is

- *Relationship and product conviction matter equally, followed by a sense of achievement.*

Will you ever get a clear answer from Mike

- *If they are not convinced, they will say no though in a friendly way.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Mike Move?

- *They can reach decisions quickly if they develop trust and confidence in the product.*

Can Mike Take Some Risk Or Not?

- *If necessary, they will be ready to take risks.*

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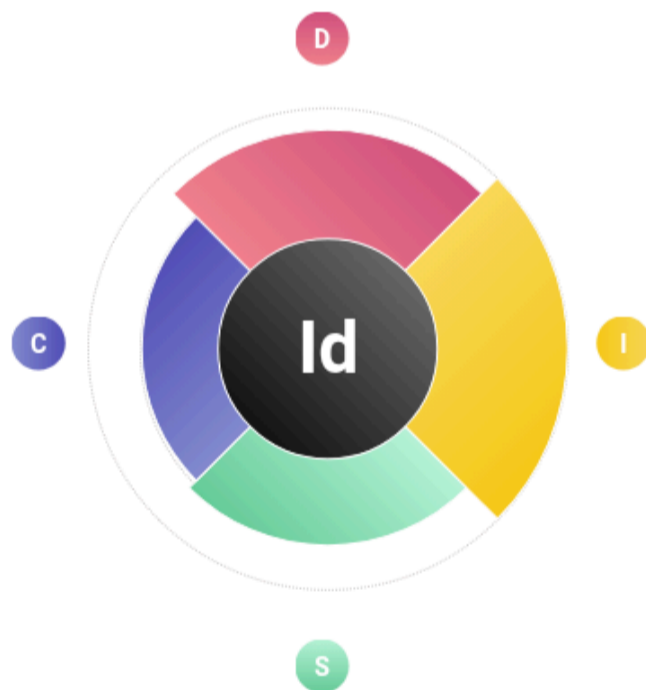
## You And Mike

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Mike'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.