



MIKE MAGEE

Judge
DISC Type : Dc

Chaplain at Bedford Park FD
Darien, Illinois, United States

Overview

Mike has no verified overview

👉 Personality Overview

Features Driven

Demanding

Objective Thinker

They like to stay in control of the negotiation or defining of the terms. They respond better to strong and respectful interactions. They put a lot of effort into ensuring personal success.

👉 Topics They Care About

Mike has no verified topics they care about

Media Appearances

Mike has no verified media appearances

Work History

- 7-2022
Chaplain at Bedford Park FD
- 8-1979 - 6-2019
Life Safety Coordinator at CME Group
- 1-1978 - 4-2013
Shift Lt., PIO, PM, Fire Inspector at Bedford Park Fire Dept.
- 8-1979 - 5-2010
Paramedic Coordinator at Chicago Board of Trade
- 9-1972 - 9-1979
Fire Cadet/ Paid on Call FF/ Radio Communications officer at Burbank Fire Dept.

Education

- 1978 - 1978
Paramedic Certification from Loyola University Maywood, ill.
- 1971 - 1975
High School Diploma from Reavis High School, class of 1975

More Information

Social Presence :



Prographics :

Exp : 50 Location : **Darien, Illinois, United States** Job Level : **N/A** Designation : **Chaplain at Bedford Park FD**

Insights For Selling To Mike

👉 During A Call Or A Meeting

DO's

- Objectively showcase the impact that your product creates
- Speak about competitive differentiation that your product offers
- Refer to testimonials from well-known industry leaders

DONT's

- Do not spend too much time focusing on product tech or features
- Don't take too much time in sending them information if they ask for any
- Don't focus on process and rules, give the impression of being a 'gets it done' person

👉 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: Mike, 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, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

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

Greeting: No

Example: Skip usual 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: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Mike is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Mike

- *If they decide not to use your product, they will say no clearly.*

Insights For Deal Planning

How Fast (Or Slow) Will Mike Move?

- *If convinced, they can reach decisions quite fast.*

Can Mike Take Some Risk Or Not?

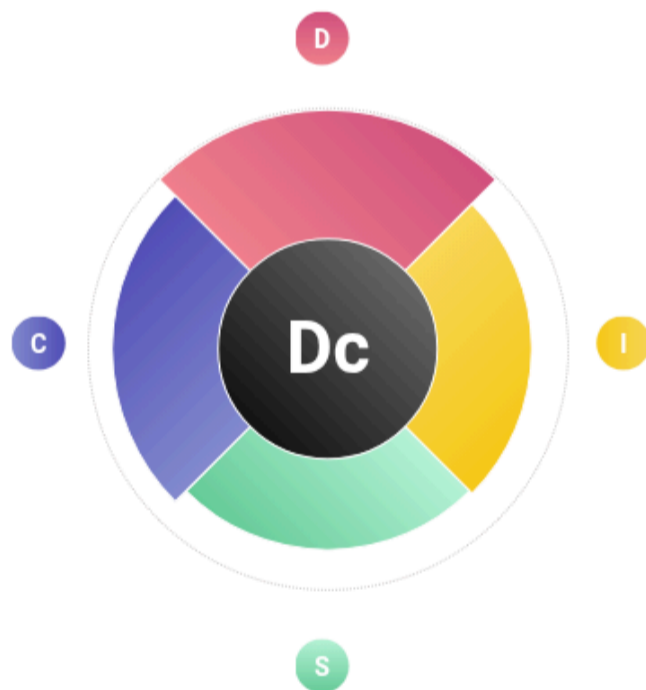
- *They do not shy away from taking risks, but can be quite binary about them.*

You And Mike

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Mike'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.

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.