



# NATHAN HULL

**Planner**  
DISC Type : Sc

**Partner at Hull & Chandler, P.A.**  
Charlotte, North Carolina, United States

## Overview

Nathan has no verified overview

### 👉 Personality Overview

Inflexible      Deliberate      Analytical & Cautious

The only way to convince them is by showing them examples and ample proof. Being observant comes to them naturally. They are heavily focused on quality and prefer doing things the right way, even if it takes time.

### 👉 Topics They Care About

Nathan has no verified topics they care about

## Media Appearances

Nathan has no verified media appearances

## Work History

- 5-2003  
Partner at Hull & Chandler, P.A.
- 12-2001 - 5-2003  
Partner at Robertson & Hull, P.A.
- 9-1999 - 12-2001  
Associate at Richard L. Robertson & Associates, P.A.

## Education

- 1996 - 1999  
J.D. from Wake Forest University School of Law
- 1991 - 1995  
B.A. from DePauw University

## More Information

### Social Presence :



## Prographics :

Exp : 26 Location : **Charlotte, North Carolina, United States** Job Level : **N/A** Designation : **Partner at Hull & Chandler, P.A.**

# Insights For Selling To Nathan

## 👉 During A Call Or A Meeting

### DO's

- Expect them to be vague in response to your questions, ask firmly and pointedly
- Spend time addressing concerns around risk and change, they will have them even if they don't express them
- Ask them which other stakeholders would be important for this purchase decision

### DONT's

- Don't use phrases like 'do not worry', 'i promise' etc.
- Avoid getting into storytelling mode, especially when they ask specific questions
- Don't rely on relationship building even if they act pleasantly

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening Nathan, how are you? This is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** Nathan, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** Precise

*Example: Measurable results', '6.2% more sales' etc.*

**Salutation:** Yes (Something formal)

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

**Greeting:** Yes (Say something formal/usual)

*Example: Use standard lines, like 'I hope that you are doing well' etc.*

**Emojis/GIFs:**

**Bullet Points:** Recommended

**Closing Line:** Logically summarize/ask

*Example: Something like 'If these points make it clear, shall we speak tomorrow at 11am?'*

**Complimentary Close:** Formal

*Example: Something simple like 'Thanks', 'Regards' etc.*

**Tone of Words:** Objective, informational

**Overall Messaging:** Focused on removing doubts

**Length of Mail:** Medium

*Example: Ideally upto 120-130 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Nathan is

- *Proof of usage by others in the industry, case studies showing ROI are likely to work the best with them.*

Will you ever get a clear answer from Nathan

- *They are unlikely to say no, it's better to stop yourself once you have exhausted all the options.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Nathan Move?

- *They are some of the slowest movers and take their time reaching decisions.*

Can Nathan Take Some Risk Or Not?

- *They have very low acceptance of risk even if they do not say it directly.*

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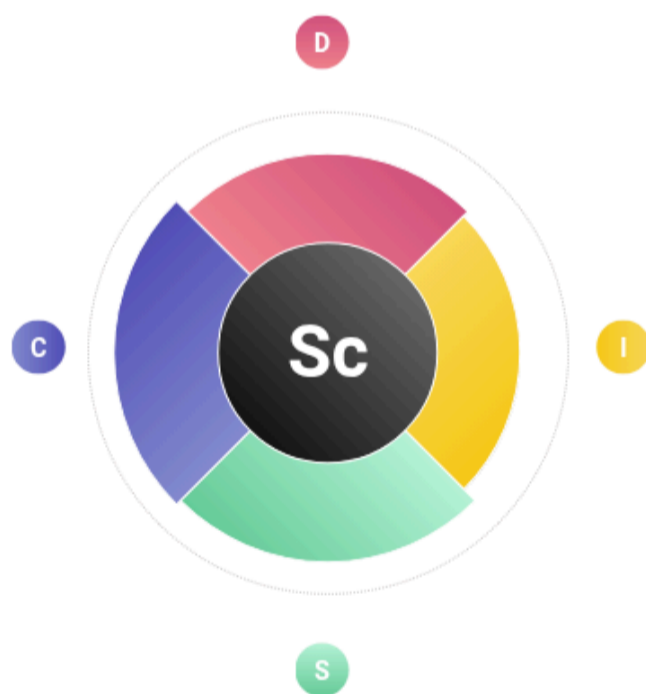
## You And Nathan

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Nathan's Key Traits



### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

### 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.