



PAUL GROGAN

Inquirer
DISC Type : dc

Founder at Paul M Grogan
Hernando, Florida, United States

Overview

Paul Grogan is a multifaceted professional serving as a Merchant Marine Officer with a 500 GT Masters license, supporting offshore wind construction. Onshore, he is an entrepreneur who founded a research and marketing company and a local media platform, CitrusCountyClassifieds.com, to foster business growth.

Deeply invested in public service, Paul is a candidate for Citrus County Commissioner, a Rotary President, and the Lead Pastor at InnerBeautyMinistry. He is passionate about responsible development, local autonomy, and providing faith-based counseling and mentorship to individuals navigating life transitions.

He concurrently runs for local public office in Florida while serving as a First Mate on an ocean-going vessel, spending months at sea.

Personality Overview

Demanding **Hard To Convince** **Judgemental**

They focus on objectivity in a pitch and pay little attention to bells and whistles. They don't always try to control the conversation but neither do they like yielding it fully. They can be nudged to make faster decisions by offering what they value.

Topics They Care About

Maritime Operations
As a licensed Master and First Mate, he has extensive experience managing vessel operations, crew safety, and supporting offshore wind energy projects.

Community Development
A central theme of his candidacy for Citrus County Commissioner and his work as a Rotarian, focusing on responsible growth and local autonomy.

Local Entrepreneurship

He founded a marketing company and a community media platform to help local businesses grow their presence and impact within the county.

Faith-Based Leadership

Serves as a Lead Pastor and Director for a ministry focused on providing spiritual guidance, counseling, and practical support to the community.

Environmental Initiatives

He founded BlueBulbProject.org, a non-profit initiative focused on clean water and environmental wellness, demonstrating a commitment to conservation.

Socioeconomic Trends

[Predicted] His personal posts analyze shifts in economic pressure, identity signaling, and "hustle culture," indicating an interest in broader societal dynamics.



Media Appearances

Paul has no verified media appearances

Work History

- 5-2025
Founder at Paul M Grogan
- 2-2020
Lead Pastor at InnerBeautyMinistry
- 10-2015
Director at InnerBeautyMinistry
- 1-2013
President at Citrus County Classified
- 1-2000 - 9-2024
Atlantic Power at Atlantic Oceanic LLC

Education

- 2006 - 2010
Merchant Marine License from L E Fletcher Technical Community College
- General Studies from University of Phoenix

More Information

Social Presence :



Prographics :

Exp : 24 Location : **Hernando, Florida, United States** Job Level : **Leadership** Designation : **Founder at Paul M Grogan**

Insights For Selling To Paul

👉 During A Call Or A Meeting

DO's

- Refer to testimonials from others in similar positions
- Make sure that they have the necessary authority, they could present false stature sometimes
- Highlight the competitive differentiation of your product

DONT's

- Refrain from asking too many questions
- Don't try too hard to get friendly, let it happen with time
- Avoid repeating yourself or making generalizations

👉 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: Paul, 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 Paul is

- *Belief in the product plays an important role, followed by objective proof and testimonials.*

Will you ever get a clear answer from Paul

- *They may hesitate slightly, but if they are not convinced, they will say no.*

Insights For Deal Planning

How Fast (Or Slow) Will Paul Move?

- *Their decision making speed is somewhere in the middle.*

Can Paul Take Some Risk Or Not?

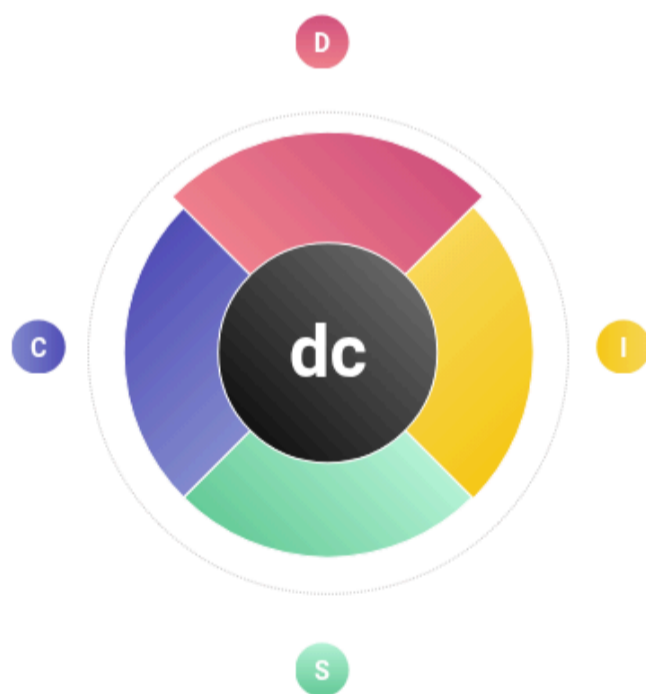
- *They can take risks only after they have analyzed the advantages and disadvantages.*

You And Paul

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Paul'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.