



# PAUL HIRSCHAUER

**Editor**  
DISC Type : SC

**Senior Vice President of Mortgage Lending at Guaranteed Rate**  
Washington Depot, Connecticut, United States

## Overview

Paul Hirschauer is a Senior Vice President of Mortgage Lending at Guaranteed Rate, with over 24 years of experience. Recognized in the top 1% of loan producers nationwide, he has personally closed over \$2 billion in residential mortgages, specializing in jumbo and super-jumbo financing. People often describe him as responsive, professional, and reliable.

Outside of his professional life, Paul was a collegiate athlete who attended the University of Bridgeport on a full athletic scholarship for varsity soccer. He maintains a keen interest in financial markets, following publications like The Wall Street Journal and CNBC for insights into the economy.

Unique fact: Paul has been nationally recognized as a member of the top 1% of funded loan volume producers.

### 👍 Personality Overview

- Self-Disciplined
- Skeptic
- Sometimes Friendly

They do not like taking risks at all and go for proven options in the end. They tend to be clear about their needs and limitations and are unlikely to promise too much. The only way to convince them is by showing them examples and ample proof.

### 👍 Topics They Care About

- Mortgage Lending**  
With 24+ years of experience, he is an expert in diverse loan types, including jumbo, super-jumbo, and government loans, having closed over \$2B in mortgages.
- Homebuyer Education**  
Frequently shares guides and tips for homebuyers, focusing on topics like home affordability, closing costs, and homeowner tax benefits to empower his clients.
- Financial Markets**

His interests include major financial news outlets like CNBC and The Wall Street Journal, indicating he follows market trends that impact the lending industry.

### Varsity Soccer

He played varsity soccer at the University of Bridgeport, where he attended on a full athletic scholarship, suggesting a personal passion for the sport.

### Chicago Sports

[Predicted] Given his professional base in Chicago and his athletic background, he may follow local teams like the Chicago Fire FC or the Chicago Bears.



## Media Appearances

Paul has no verified media appearances

## Work History

- 1-2010  
Senior Vice President of Mortgage Lending at Guaranteed Rate
- 1-2010  
Senior Vice President of Mortgage Lending at Rate
- 6-2008 - 12-2009  
Senior Loan Officer at JPMorgan Chase
- 10-2000 - 4-2008  
Senior Loan Officer at Washington Mutual
- 5-1993 - 10-2000  
Senior Loan Officer at PNC Mortgage

## Education

- Education details unavailable from University of Bridgeport

## More Information

### Social Presence :



### Prographics :

Exp : **33** Location : **Washington Depot, Connecticut, United States** Job Level : **Leadership**

Designation : **Senior Vice President of Mortgage Lending at Guaranteed Rate**

## Interested In

Sports

Soccer

# Insights For Selling To Paul

## 👉 During A Call Or A Meeting

### DO's

- Actively address their concerns around change, risk, and acceptance by users
- Share a one-off customer success story but keeps the focus on highlighting objective, numerical results
- When following up with them, expect slowness; use questions to engage them, preferably over email.

### DONT's

- Avoid winging it with them particularly, answer a question only if you know the answer well
- Don't overhype the product/pitch, keep it measured
- Avoid phrases like 'trust me', 'you will just love it' etc.

## 👉 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 Paul, how are you? This is [user\_fname] at [user\_companynamewithfirsttwowords].

**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:** Paul, 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 Paul is

- For them, low risk and acceptance by others are very important, followed by proof of ROI.

Will you ever get a clear answer from Paul

- Often, they don't say no, or keep going about it in circles.

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## Insights For Deal Planning

How Fast (Or Slow) Will Paul Move?

- They do not like to take decisions in a hurry, so they could be slow in making their mind up.

Can Paul Take Some Risk Or Not?

- They are low on risk-appetite and prefer to make informed decisions.

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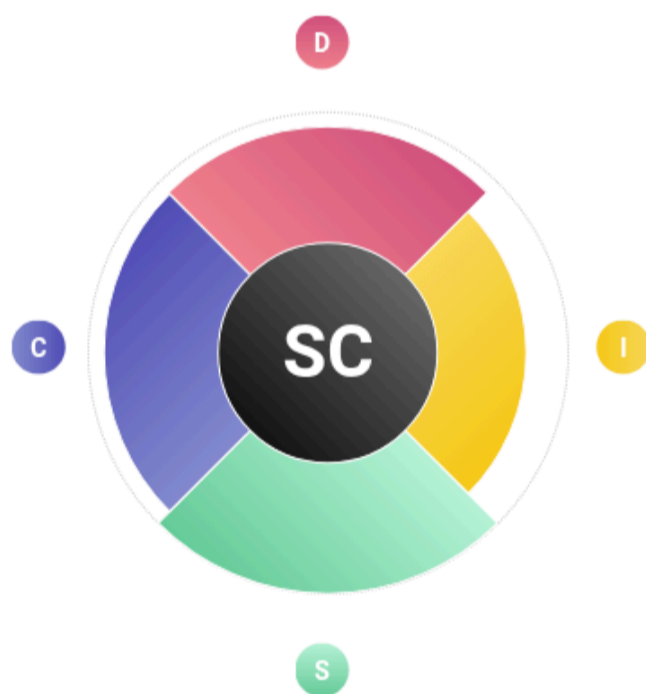
## You And Paul

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Paul'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.