



# RACHEL SCHACHTER

**Commander**  
DISC Type : D

**Marketing Coordinator at Stone | Dean Law**  
Los Angeles, California, United States

## Overview

Rachel has no verified overview

### Personality Overview

**Risk-Taker**      **Very Quick**      **Strong-Willed**

They put a lot of effort into ensuring personal success. They do not care very much about building rapport or relationships. They like to stay in control of the negotiation or defining of the terms.

### Topics They Care About

Rachel has no verified topics they care about

## Media Appearances

Rachel has no verified media appearances

## Work History

- 5-2024  
Marketing Coordinator at Stone | Dean Law
- 9-2023 - 5-2024  
Social Media Intern at Pearson
- 2-2023 - 5-2024  
Regional Coordinator Trainer at Pearson
- 1-2023 - 5-2024  
Marketing Assistant at Stone | Dean Law
- 3-2022 - 5-2024  
Regional Coordinator at Pearson

## Education

- 8-2020 - 5-2024  
Bachelor's degree from California State University, Northridge
- 2016 - 2020  
High School Diploma from Granada Hills Charter

## More Information

Social Presence :



Prographics :

Exp : 5 Location : **Los Angeles, California, United States** Job Level : **Junior**

Designation : **Marketing Coordinator at Stone | Dean Law**

## Insights For Selling To Rachel

### 👉 During A Call Or A Meeting

#### DO's

- Make sure that you circle back fast on any action items, it wins their trust
- Get to the point quickly instead of spending time doing small talk
- When negotiating terms, help them build an impression that they are the ones calling the shots

#### DONT's

- Avoid being a storyteller and don't try to oversell
- Don't be in a rush to invite them for a social meet and greet
- Don't try too hard to forge relationships with them

## 👉 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:** Rachel, 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

*Example: Personalization', 'Sales conversion' etc.*

**Salutation:** No

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

**Greeting:** No

*Example: Skip 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: Skip 'Warm regards', 'Best wishes' etc., just write your name*

**Tone of Words:** Confident, challenging

**Overall Messaging:** Focused on results

**Length of Mail:** Very Short

*Example: Less than 75 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Rachel is

- *Confidence in impact is paramount to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Rachel

- *If they are not convinced, they will have no hesitation in telling you the same.*

---

## Insights For Deal Planning

How Fast (Or Slow) Will Rachel Move?

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

Can Rachel Take Some Risk Or Not?

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

---

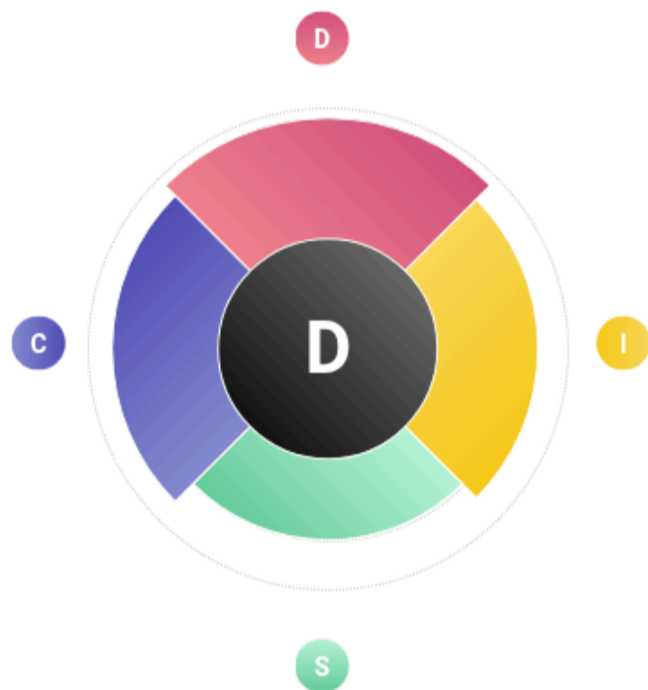
## You And Rachel

### Personality Compatibility

Not enough data to show compatibility comparison

---

## DISC Profile : Rachel'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.