



## RANDY VANCE

**Captain**  
DISC Type : DS

**President at Boss Mortgage**  
Bend, Oregon, United States

### Overview

Randy has no verified overview

#### Personality Overview

**Output-Driven**   **Long-Term Thinker**   **Consummate Professional**

Reading between the lines and seeing beyond your words comes naturally to them. They might take some time to make their mind up but once they do, they don't change it easily. They exhibit a rare combination of being result-oriented but patient at the same time.

#### Topics They Care About

Randy has no verified topics they care about

### Media Appearances

Randy has no verified media appearances

### Work History

- 12-2023  
President at Boss Mortgage
- 2-2022  
Host at Truth in Lending Podcast
- 9-2022 - 11-2023  
Senior Mortgage Advisor at Hixon Lending
- 1-2022 - 9-2022  
Producing Branch Manager at Synergy One Lending
- 6-2019 - 1-2022  
Producing Branch Manager at Directors Mortgage

### Education

- None from Western Oregon University

## More Information

Social Presence :



Prographics :

Exp : 15 Location : **Bend, Oregon, United States** Job Level : **N/A** Designation : **President at Boss Mortgage**

## Interested In

Lifestyle

Podcasting

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## Insights For Selling To Randy

### 👉 During A Call Or A Meeting

#### DO's

- Suggest clear next steps with confidence, don't be vague or hesitant
- Use phrases like 'your team deserves', 'best in class' etc.
- Let them know of potential risks but suggest mitigation methods alongside

#### DONT's

- Don't shy away from asking hard questions, but be extra polite
- Avoid putting conscious effort into relationship-building
- Don't take their patience for granted, avoid long-winding sermons

## 👉 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:** Randy, 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, formal

*Example: Personalized sales funnel', '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:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

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

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Randy is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Randy

- *They will say no if they are not convinced but you will have to prompt them.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Randy Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Randy Take Some Risk Or Not?

- *They have good risk tolerance but are likely to think it through once or twice.*

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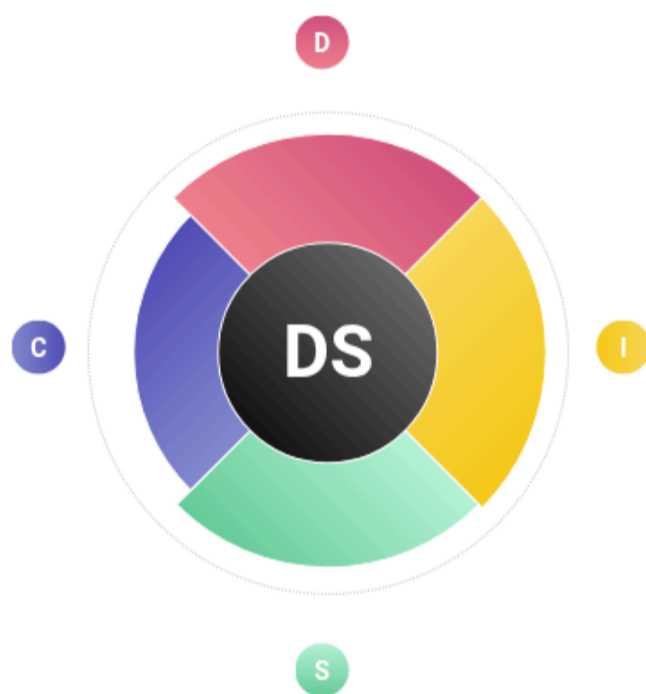
## You And Randy

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Randy'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.

### **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.