



# RAYLENE DECLUE

**Enthusiast**  
DISC Type : i

**Computer & Information Systems Manager at ATRO Parts**  
Sullivan, Missouri, United States

## Overview

Raylene has no verified overview

### Personality Overview

**Non-Confrontational**      **Consensus Focused**      **Story Driven**

They are more about building relationships than just cutting deals. Unlike D or C types, they are convinced more by stories and testimonials. They agree with others often, so exercise caution when relying on their word.

### Topics They Care About

Raylene has no verified topics they care about

## Media Appearances

Raylene has no verified media appearances

## Work History

- 5-2025  
Computer & Information Systems Manager at ATRO Parts
- 8-2011  
Computer and Network Support Specialist at ATRO Parts
- 8-2011 - 4-2023  
Document Control Manager at ATRO Parts
- 9-2007 - 8-2011  
Production at ATRO Parts
- 5-2002 - 5-2007  
Stockhandler at Affinia

## Education

- 2015 - 2015  
Diploma from Penn Foster Group
- 2014 - 2014  
Certificate from Penn Foster Group

## More Information

Social Presence :



Prographics :

Exp : **23** Location : **Sullivan, Missouri, United States** Job Level : **Middle**

Designation : **Computer & Information Systems Manager at ATRO Parts**

## Insights For Selling To Raylene

### 👉 During A Call Or A Meeting

#### DO's

- Invite them for a lunch or a drink/coffee
- Give them the opportunity to lead the conversation where possible
- Refer to interesting customer testimonials and stress on great customer experience

#### DONT's

- Avoid overloading them with too much information
- Don't be excessively objective, be like a storyteller with them
- Don't ask too many questions in one go, weave them into the flow

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

**Pace:** Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

**Tone:** Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

**Tactics To Win:** Giving social proof, personal rapport, usage of superlatives, repeating their name.

**Mistakes To Avoid:** Information overload, use of negations

**Making The Ask:** Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

**Subconscious Driver:** They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

### Script

**Greeting:** Hey Raylene, [user\_fname] here at [user\_companynamewithfirsttwowords] calling you this morning/evening!

**Opener:** Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

**Introduction:** We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

**Ask:** Raylene, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

**Close:** So morning at around [time] next [tuesday], shall we say? And is it [prospect\_email]? Don't want to get that wrong you know!

## 👉 When Writing An Email

**Subject:** Personalized, catchy

*Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.*

**Salutation:** Yes (Something casual)

*Example: Use 'Hi', 'Hey' etc. (along with the first name)*

**Greeting:** Yes (Say something interesting/unusual)

*Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Build excitement

*Example: Something like 'So John, lets get the ball rolling?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Excited!', 'To a great partnership!' etc.*

**Tone of Words:** Friendly, first-person

**Overall Messaging:** Focused on the person and relationship

**Length of Mail:** Long

*Example: Maximum upto 150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Raylene is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Raylene

- *They probably won't say no directly.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Raylene Move?

- *They are not the ones to make fast decisions, even while they stay committed.*

Can Raylene Take Some Risk Or Not?

- *If it seems really necessary, they can take small risks.*

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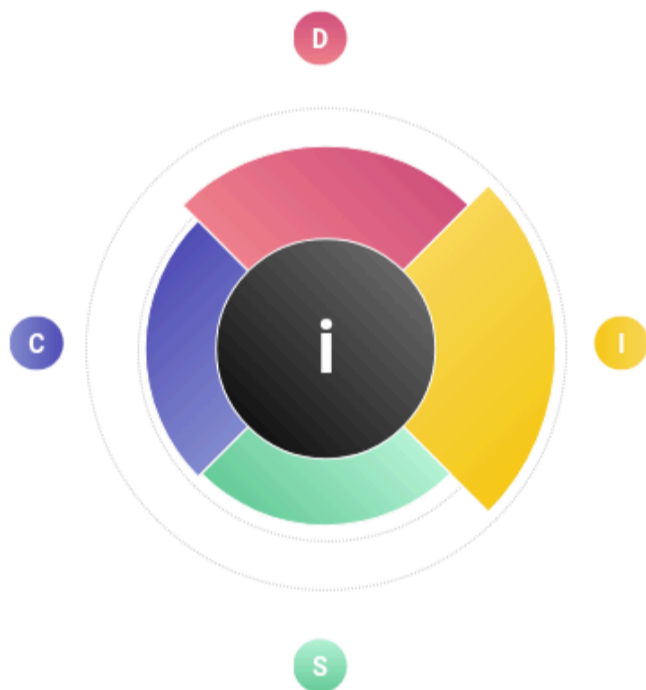
## You And Raylene

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Raylene's Key Traits



### INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.