



RYAN DORMAN

Commander
DISC Type : D

Branch Manager / Sr. Loan Officer at Evergreen Home Loans NMLS 3182
Puyallup, Washington, United States

Overview

Ryan has no verified overview

Personality Overview

Decisive **Risk-Taker** **Strong-Willed**

They like to act fast and expect others to do the same. They are very proud of what they do. They like to be in a position where they can control the conversation and terms.

Topics They Care About

Ryan has no verified topics they care about

Media Appearances

Ryan has no verified media appearances

Work History

- 1-2016
Branch Manager / Sr. Loan Officer at Evergreen Home Loans NMLS 3182
- 11-2009 - 1-2016
Sr. Loan Officer at Mortgage Master Service Corporation
- 1-2007 - 10-2009
REAL ESTATE TAX at PwC

Education

- 2003 - 2007
BS-Accounting; BS-Business/Finance from Brigham Young University - Idaho

More Information

Social Presence :



Prographics :

Exp : 18 Location : Puyallup, Washington, United States Job Level : Middle

Designation : Branch Manager / Sr. Loan Officer at Evergreen Home Loans NMLS 3182

Insights For Selling To Ryan

👉 During A Call Or A Meeting

DO's

- Objectively showcase the impact that your product creates
- Refer to testimonials from well-known industry leaders
- Speak about competitive differentiation that your product offers

DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Avoid being too verbose

👉 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: Ryan, 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 Ryan is

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

Will you ever get a clear answer from Ryan

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

Insights For Deal Planning

How Fast (Or Slow) Will Ryan Move?

- *They can take decisions very fast if you manage to convince them.*

Can Ryan Take Some Risk Or Not?

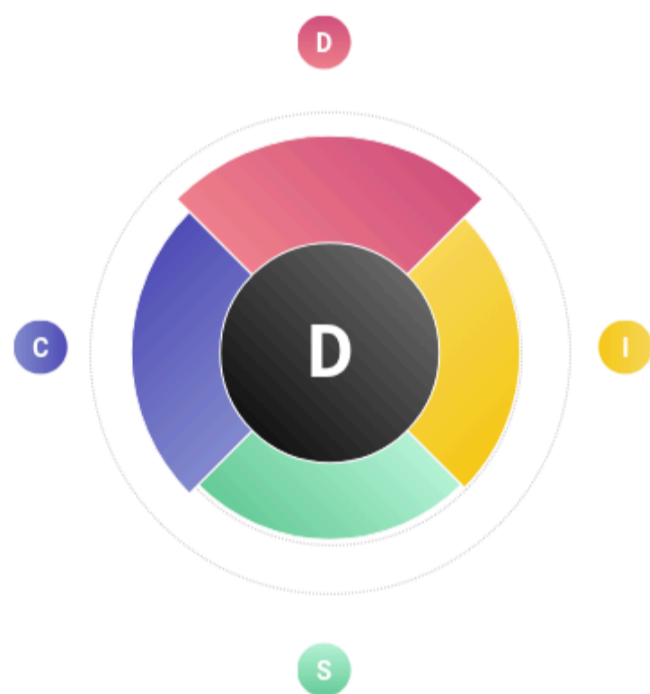
- *The risks don't matter much to them.*

You And Ryan

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Ryan'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.