



## SEAN PINGEL

**Collaborator**

DISC Type : is

**Associate at CBRE**

Indianapolis, Indiana, United States

### Overview

Sean Pingel is an Associate with CBRE's Indianapolis-based Multifamily team, focusing on financial underwriting and property valuations across the Midwest. He holds a Bachelor of Science in Finance and Real Estate from Indiana University's Kelley School of Business. Before CBRE, he worked in affordable housing, contributing to developments valued at over \$60 million.

He has been involved in the sale of over 1,422 apartment units with a total value exceeding \$170 million. He holds a real estate license in Kentucky and focuses on selling multifamily assets in Louisville while also assisting the team with assets in Indiana, Michigan, and Ohio.

### 👉 Personality Overview

**Consensus Builder**

**Fair-minded**

**Appreciative**

They are more likely to go for proven solutions. Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. Win-win scenarios can appeal strongly to them.

### 👉 Topics They Care About

#### **Multifamily Investment**

His career is centered on multifamily asset sales, underwriting, and valuation for CBRE's Midwest team, focusing on Indiana, Kentucky, Michigan, and Ohio.

#### **Affordable Housing**

Gained significant experience in affordable housing development prior to his current role, contributing to projects involving over 225 apartment units.

#### **Midwest Real Estate**

His work involves assisting with and selling multifamily assets in Indiana, Kentucky, Michigan, and Ohio, demonstrating a strong regional focus.

### Property Valuation

A core responsibility in his role involves completing financial underwriting and detailed valuations of multifamily assets.

### Indiana University Sports

[Predicted] As a graduate from the Indiana University Kelley School of Business, he may follow the school's athletic teams.

### Indianapolis Colts

[Predicted] Based on his education and work based in Indianapolis, he likely has an affinity for the local NFL team.



## Media Appearances

Sean has no verified media appearances

## Work History

- 1-2024  
Associate at CBRE
- 1-2024  
Associate at Multifamily team
- 8-2022 - 2-2024  
Junior Development Associate, Tax Credit at TWG | Together, We Grow
- 1-2022 - 8-2022  
Development Intern at TWG Development LLC.
- 6-2021 - 12-2021  
Server at FIDDLER'S HEARTH, INC.

## Education

- 8-2019 - 5-2023  
Bachelor of Science - BS from Kelley School of Business Indianapolis

## More Information

### Social Presence :



### Prographics :

Exp : 6   Location : **Indianapolis, Indiana, United States**   Job Level : **N/A**   Designation : **Associate at CBRE**

# Insights For Selling To Sean

## 👉 During A Call Or A Meeting

### DO's

- Use phrases like 'trust me when', 'your team will love' etc.
- Show them how they look good by making this decision
- Take time to make them feel comfortable before getting to the main pitch

### DONT's

- Don't push them to make decisions very fast, let them take their time
- Don't sound very transactional
- Avoid unnecessary confrontation if it arises incidentally

## 👉 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 Sean, [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:** Sean, 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, clear

*Example: John, let's close this tomorrow?', 'You will get this!' etc.*

**Salutation:** Yes (Something formal)

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

**Greeting:** Yes (Say something usual)

*Example: Say something usual and friendly, like 'It's a real pleasure'*

**Emojis/GIFs:**

**Bullet Points:** Avoid

**Closing Line:** Close on a positive note

*Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'*

**Complimentary Close:** Unique, pleasant

*Example: Something like 'Looking forward!', 'To new beginnings!' etc.*

**Tone of Words:** Friendly, exciting

**Overall Messaging:** Focused on social proof

**Length of Mail:** Medium

*Example: Ideally upto 130-150 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Sean is

- *Relationship and rapport play a major role, followed by low risk and the presence of proof points.*

Will you ever get a clear answer from Sean

- *They are diplomatic when the need arises; they hardly ever say a direct no.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Sean Move?

- *They can take their time to reach decisions, even while they stay engaged and friendly.*

Can Sean Take Some Risk Or Not?

- *They are unlikely to take many risks.*

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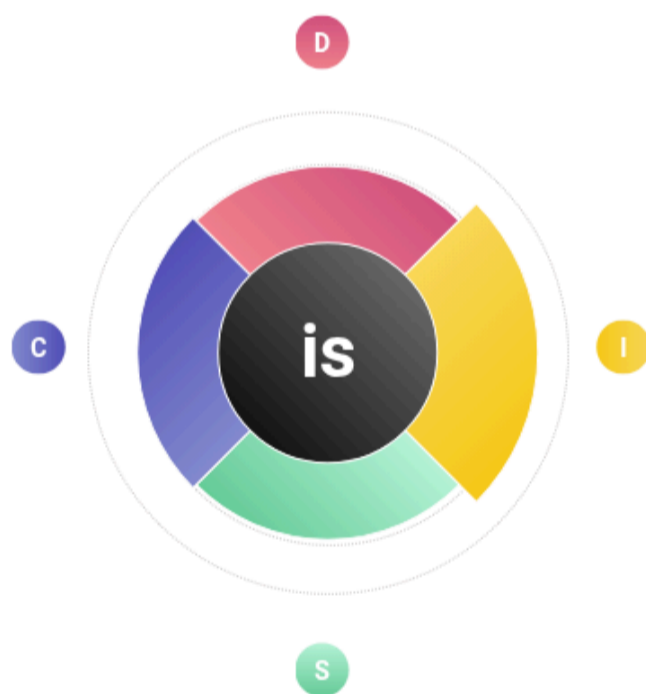
## You And Sean

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Sean'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.

### 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.