



SHARON CHAPP

Commander
DISC Type : D

Community Outreach Specialist at Sage Health
United States

Overview

Sharon has no verified overview

Personality Overview

Impact-Driven **Very Quick** **Candid & Clear**

More than the product, they care about the impact of the product. They are not always relationship oriented. They respond better to strong and respectful interactions.

Topics They Care About

Sharon has no verified topics they care about

Media Appearances

Sharon has no verified media appearances

Work History

- 3-2025
Community Outreach Specialist at Sage Health
- 9-2022
Sales And Marketing Specialist at Mooring USA
- 8-2022 - 6-2025
Business Development Manager at Elwood Staffing Services, Inc.

Education

- Graphic Design/Advertising from University of Southern Indiana

More Information

Social Presence :



Prographics :

Exp : 3 Location : **United States** Job Level : **Junior** Designation : **Community Outreach Specialist at Sage Health**

Insights For Selling To Sharon

👉 During A Call Or A Meeting

DO's

- Speak about competitive differentiation that your product offers
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Make sure that you circle back fast on any action items, it wins their trust

DONT's

- Do not spend too much time focusing on product tech or features
- Don't take too much time in sending them information if they ask for any
- Avoid being a storyteller and don't try to oversell

👉 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: Sharon, 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 Sharon is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Sharon

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Sharon Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Sharon Take Some Risk Or Not?

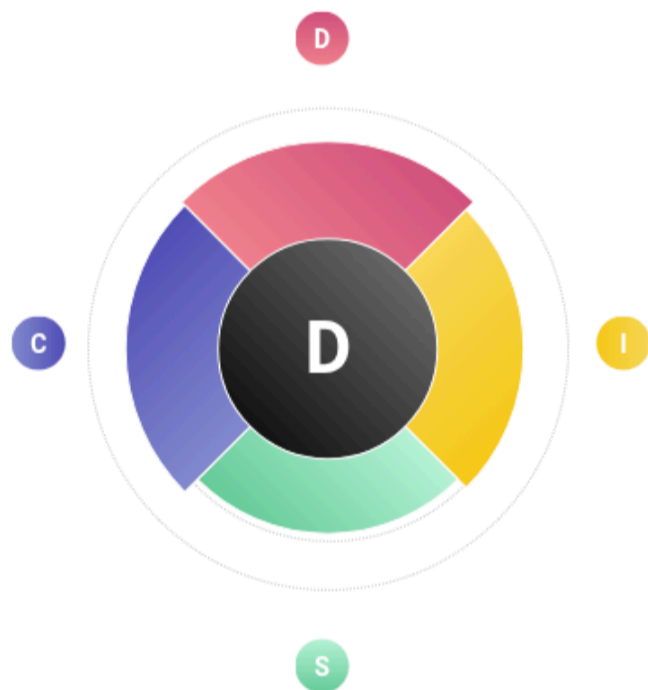
- *They don't mind risks but can be quite binary about them.*

You And Sharon

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Sharon'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.