



# TIM CHAMBERS

**Inspirer**  
DISC Type : id

**Vicar at The Cranmer Group of Parishes**  
London, England, United Kingdom

## Overview

Tim has no verified overview

### 👉 Personality Overview

Achievment Oriented      Generous      Fast Adopter

They don't mind taking a stand if they believe in something. They measure a product on its merit but can be influenced by strong testimonials. They respond well to objective pitches but also attach some value to relationships.

### 👉 Topics They Care About

Tim has no verified topics they care about

## Media Appearances

Tim has no verified media appearances

## Work History

- 3-2020  
Vicar at The Cranmer Group of Parishes
- 7-2016 - 3-2020  
Curate at St. Giles Church, West Bridgford, Nottingham
- 9-2013 - 7-2016  
Assistant Pastor / Church of England Ordinand at Holy Trinity Church, Swiss Cottage
- 2-2012 - 8-2013  
Volunteer Church Worker at Holy Trinity Church, Swiss Cottage
- 3-2011 - 1-2012  
Head of Finance Systems and Shared Services at BT Global Services

## Education

- 2013 - 2016  
Ordination Training from St Mellitus College
- 1988 - 1991  
History of Art and Architecture from University of Cambridge

## More Information

Social Presence :



Prographics :

Exp : 20 Location : London, England, United Kingdom Job Level : N/A

Designation : Vicar at The Cranmer Group of Parishes

## Insights For Selling To Tim

### 👉 During A Call Or A Meeting

#### DO's

- Refer to testimonials from well known people to highlight the value of your product
- Keep your pitch focused on the impact but insert some anecdotes into it
- Get them to a point where they are ready to bat for your product internally

#### DONT's

- Don't be unorganized, be prepared for the pitch
- Don't keep repeating the same information, it could make them impatient
- Avoid focusing only on the product or its ROI, keep building trust subtly

## 👉 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 Tim, [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:** Tim, 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:** Exciting, direct

*Example: John, quantum jump', 'Is it game over?' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No (Or say something unique)

*Example: Skip anything, or say something unique like 'What an exciting discussion it's been!'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Informally state your ask

*Example: Something like 'John, if you are on, let's finalize tomorrow?'*

**Complimentary Close:** Unique, casual

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

**Tone of Words:** Informal, direct

**Overall Messaging:** Focused on personal achievement

**Length of Mail:** Short

*Example: Ideally upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Tim is

- *Belief in the value of the product, relationship and a sense of accomplishment matter the most.*

Will you ever get a clear answer from Tim

- *They are not shy of saying no if they do not develop trust in your product.*

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## Insights For Deal Planning

How Fast (Or Slow) Will Tim Move?

- *They can take fast decisions if they develop conviction in the product and find you trustworthy.*

Can Tim Take Some Risk Or Not?

- *They have the capability of taking risky decisions if necessary.*

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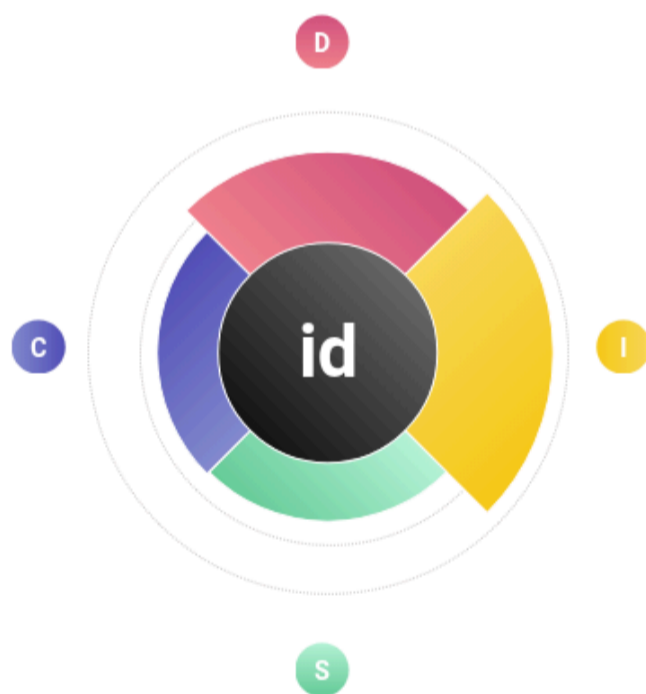
## You And Tim

### Personality Compatibility

Not enough data to show compatibility comparison

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## DISC Profile : Tim'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.

### 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.