



Counselor (Si)

Andi Raqueela 

- at -

Andi tends to be supportive and naturally empathetic and may dive into long, deep conversations.

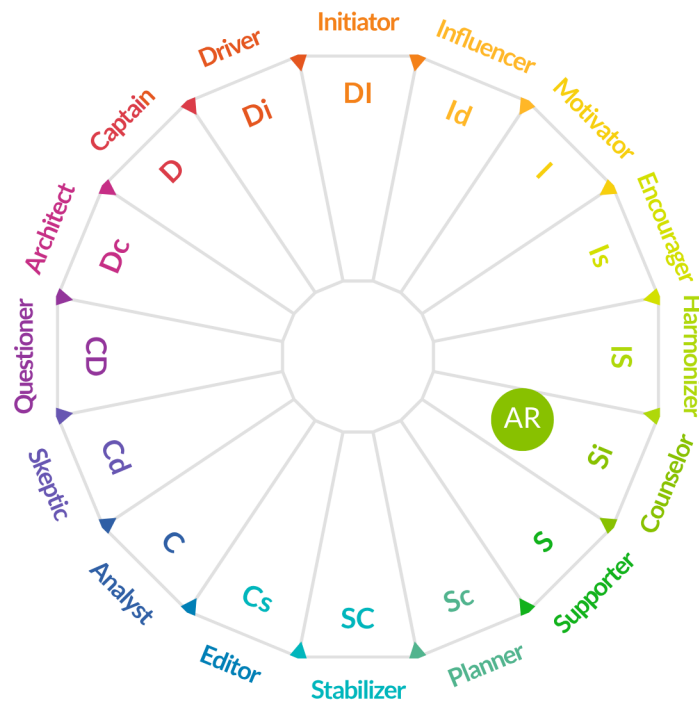
FRIENDLY

ACCOMMODATING

DIPLOMATIC



Andi's Personality



Andi's DISC

Si (Counselor)

Assessment taken on September 16, 2025

Andi is likely to take time to understand a problem and perceive the emotional elements of a situation before taking action. They can tend to be patient, steadfast, and may emphasize the individual needs of teammates over personal ambitions.

FRIENDLY

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Personality Traits

Risk tolerant

Risk averse



Trusting

Skeptical



Optimistic

Pragmatic



Deliberate

Fast-paced



Matter-of-fact

Expressive



Autonomous

Collaborative



Supporting

Dominant





Behavior

Finding comfort in groups

Checking to see how others are feeling

Perceiving subtle hints

Seeking group consensus before acting



Energizers

Creating harmony

Affirmation and appreciation

Deep friendships

Group cooperation



Drainers

Demanding deadlines

Facing conflict with others

Blunt criticism

Being overly pressured



Strengths

Bringing positive energy and warmth to a team

Expressing sincere care for people

Making sure others feel comfortable and included

Offering support and guidance, when needed



Blind Spots

May fail to evaluate problems realistically due to optimistic expectations

Postponing difficult conversations

Staying silent about their opinions

May have a hard time asserting their authority



Make a great first impression with Andi

Leverage personal connections

Talk about other people who like your product

Encourage them to talk it over with peers

Know that you're unlikely to receive a straight "no"



Building Trust

Speak with a calm and steady tone

Ask questions about their personal life

Recognize and appreciate their contributions

Use words like "value" and "fair"



Product Demo

Discuss about how the product affects you personally

Build comfortable rapport at the beginning, rather than jumping right in

Explain how this will benefit their team

Check in with them by asking lighthearted questions throughout



Negotiating

Acknowledge the impact that a decision will have on their peers

Avoid putting too much pressure on them

Maintain a warm attitude

Try to connect with them on a personal level



Pricing

Help them get approval from others for their purchase

Walk through the individual components first, then the total cost

Explain how they can achieve more certainty in the future

Provide options for a long-term commitment



How to drive Andi to take action

Set up a calm, peaceful environment

Offer casual, one-on-one discussion before the meeting to build rapport

Provide the agenda and instructions well in advance

Collaborate to set the meeting agenda



Following up

Demonstrate patience and politeness

Be thoughtful and try to build a longer-lasting connection

Offer to provide information, certainty, and clarity

Bring up something specific they mentioned before



Writing style - How to write an email to Andi

Point out shared interests

Try to get to a more personal medium, like on the phone or in-person

Express gratitude frequently

End the message with positivity