

Kent Alexandre Ortego 🕏

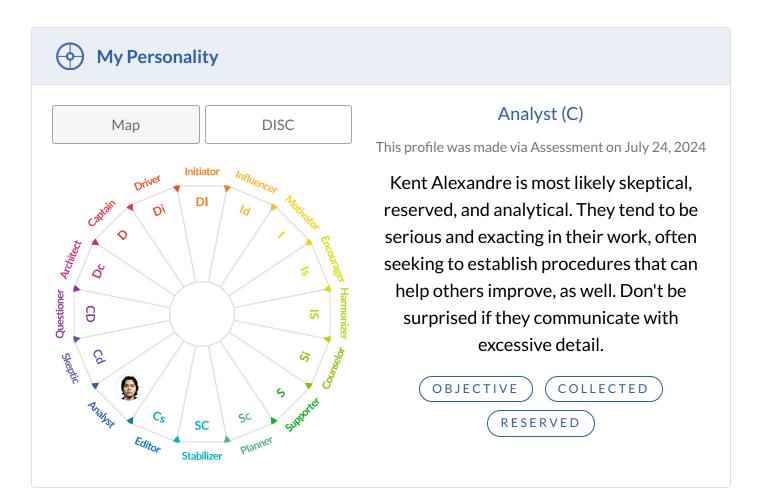


Kent Alexandre is primarily driven by logic: accurate, task-oriented, cautious, and logical decision-making.

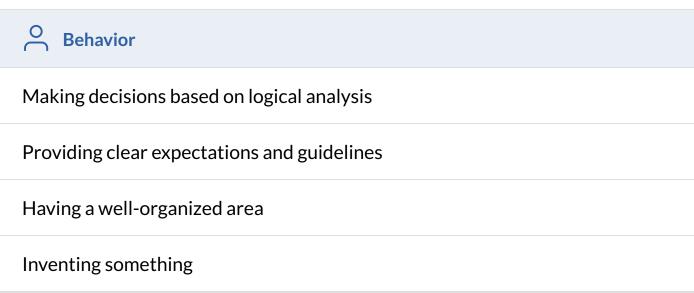
ACCURATE

RESERVED

RATIONAL









4 Energizers

Fixing problems

Being correct

Accuracy & precision

Order and organization



Drainers

Major or unexpected change

Meeting lots of new people at once

When people disregard the rules

Lack of predictability



Strengths

Being straightforward, objective, and grounded in reality

Following proven procedures to get accurate results

Maintaining focus on the problem at hand

Identifying practical ways to help others improve



Blind Spots

May expect others to be more organized and attentive to detail than they are

May have a difficult time understanding their own feelings

May have a difficult time processing unexpected situations

May place unattainable expectations on themselves or others



Make a great first impression with Kent Alexandre

Explain how your product works

Present proven facts and statistics instead of stories

Make sure you're prepared for tough questions

Speak with clarity and specificity



Building trust

Provide your reasoning before you get to the bottom line

Start conversations with an issue to resolve

Ask lots of questions to keep their attention

Remain logical and objective



Product demo

Feature real numbers and data about your product in the presentation

Include plenty of context before you show off a feature

Clearly communicate cost and demonstrated value of your product

Avoid going over your allotted time



Negotiating

Dig into the details of what they wants to accomplish

Avoid being overly optimistic

Choose your words with precision and caution

Clearly communicate your expectations for negotiation



Pricing

Outline all the extra details like terms and conditions

Provide full item lists and breakdowns

Ask if they need any further information

Provide formulas, calculators, or visuals if possible



How to drive Kent Alexandre to take action

Explain what the meeting will help them learn

Tell them what they should prepare beforehand

Minimize the number of people involved in the meeting

Allow them to propose a time



Following up

Ask a specific question, without pushing for a decision

Make clear why you need their approval or input

Ask them to outline deadlines and next steps

Be specific about when and why you need an answer.



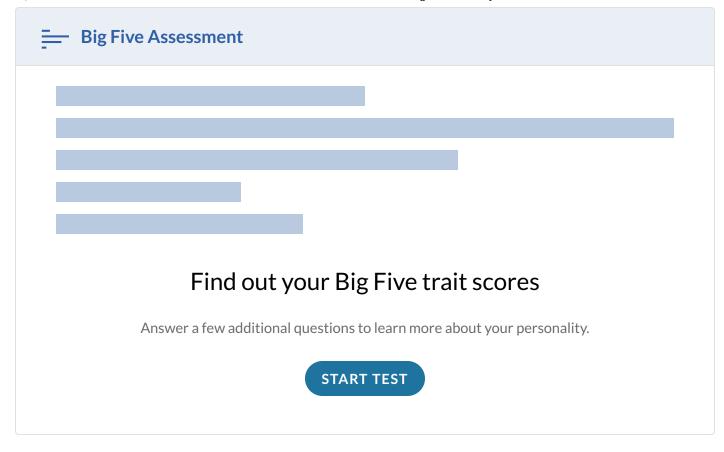
Writing style - How to write an email to Kent Alexandre

Avoid sharing personal details

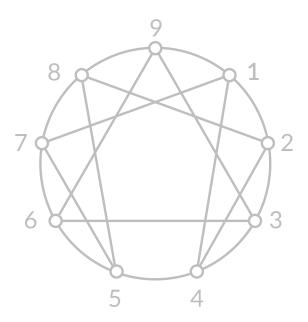
Provide multiple options for next steps

Send lots of extra information (like links and attachments)

Take your time explaining a situation



enneagram



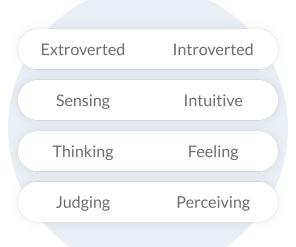
Find out your Enneagram Type

Answer a few additional questions to learn more about your personality.

START TEST

Already know your type?



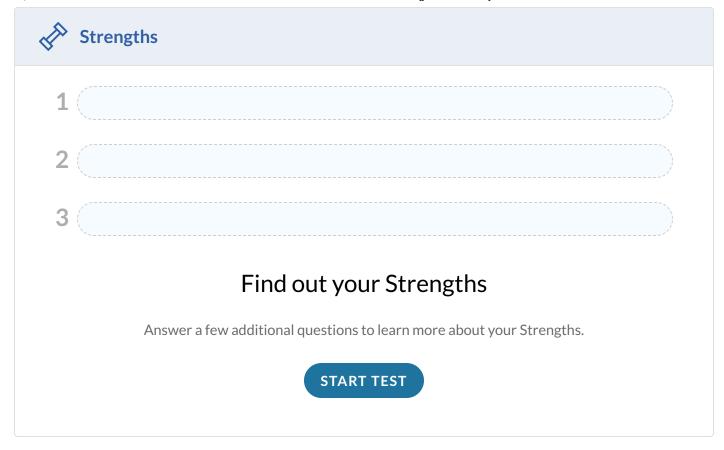


Find out your 16-Personality Type

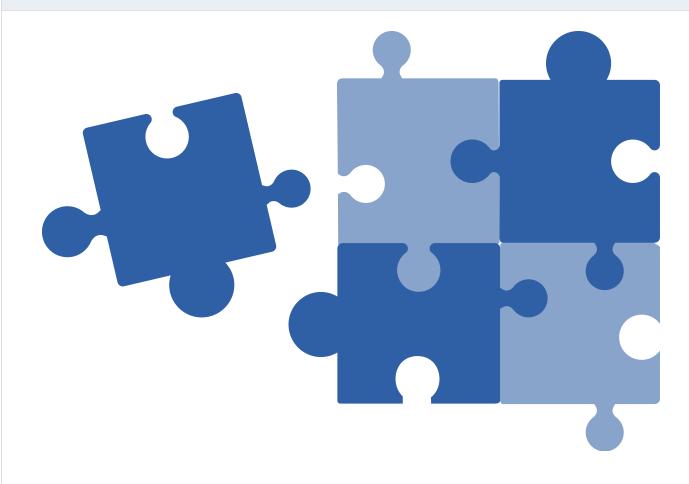
Answer a few additional questions to learn more about your 16-Personality Type.

START TEST

Already know your type?







Find out your Values

Answer a few additional questions to learn more about your Values.

START TEST