

Dave Edward Chavez

Virtual Assistant

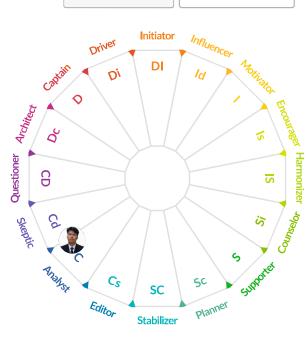
Dave Edward tends to be objective and direct, favoring straightforward facts over ambiguous emotions.

PRAGMATIC

RATIONAL

DELIBERATE

My Personality Map



DISC

My Personality

Analyst (C)

Dave Edward is likely to be very independent and reserved. They may focus on specifics more than the big picture and tend to follow a methodical approach to problem-solving. They can complement other more idealistic people by offering a realistic, practical approach to projects.





Behavior

Experimenting with many solutions to a problem

Enjoying thorough spreadsheets

Having a well-organized area

Reviewing all of the facts when processing a situation



Order and organization

Accuracy & precision

Finding the best possible outcome

Fixing problems



Drainers

Unreliable, unproven information

Meeting lots of new people at once

Dealing with emotionally charged issues

Major or unexpected change



Strengths

Identifying practical ways to help others improve

Maintaining focus on the problem at hand

Effectively gathering information

Being straightforward, objective, and grounded in reality



Blind Spots

May do important work independently without fully communicating

May have a difficult time understanding their own feelings

May have a hard time seeing the big picture

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



Make a great first impression with Dave Edward

Speak with clarity and specificity

Make sure you're prepared for tough questions

Ask them what problem they is trying to solve

Explain how your product works



Building trust

Remain logical and objective

Start conversations with an issue to resolve

Trust that they will follow specific verbal instructions

Provide your reasoning before you get to the bottom line



Product demo

Don't spend too much time building rapport, unless it is very intentional and structured

Include plenty of context before you show off a feature

Ask questions early on to try to understand what part of the product they are most interested in

Feature real numbers and data about your product in the presentation



Negotiating

Bring data and logic to your claims

Avoid being overly optimistic

Give them plenty of information

Dig into the details of what they wants to accomplish



Pricing

Provide full item lists and breakdowns

Outline all the extra details like terms and conditions

Demonstrate the logic behind your pricing

Ask if they need any further information



How to drive Dave Edward to take action

Minimize the number of people involved in the meeting

Explain what the meeting will help them learn

Allow them to propose a time

Tell them what they should prepare beforehand



Following up

Make clear why you need their approval or input

Ask a specific question, without pushing for a decision

Be specific about when and why you need an answer.

Ask them to outline deadlines and next steps



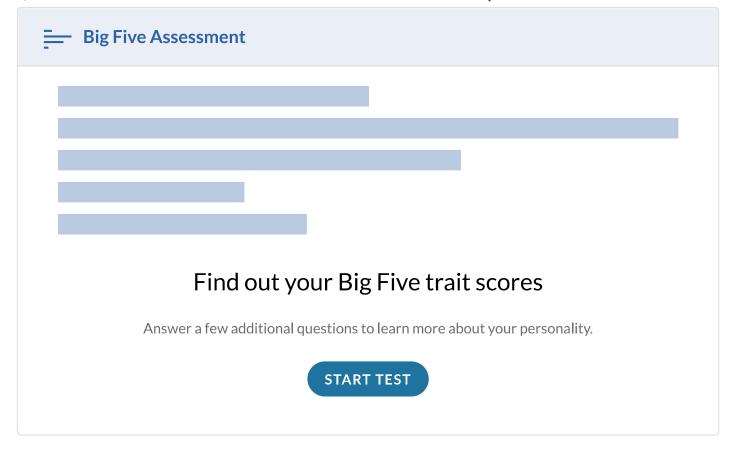
Writing style - How to write an email to Dave Edward

Take your time explaining a situation

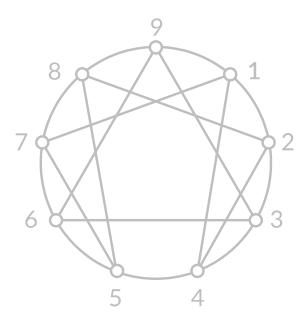
Provide multiple options for next steps

Use data to prove a point

Avoid sharing personal details



ooo Enneagram



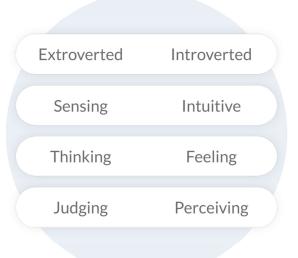
Find out your Enneagram Type

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

START TEST

Already know your type?



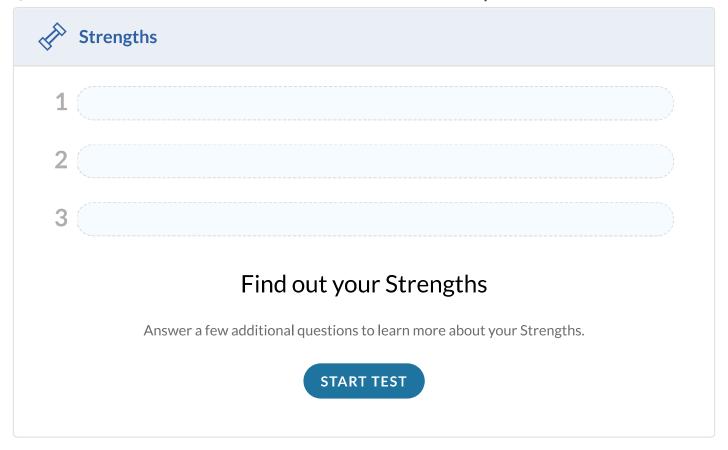


Find out your 16-Personality Type

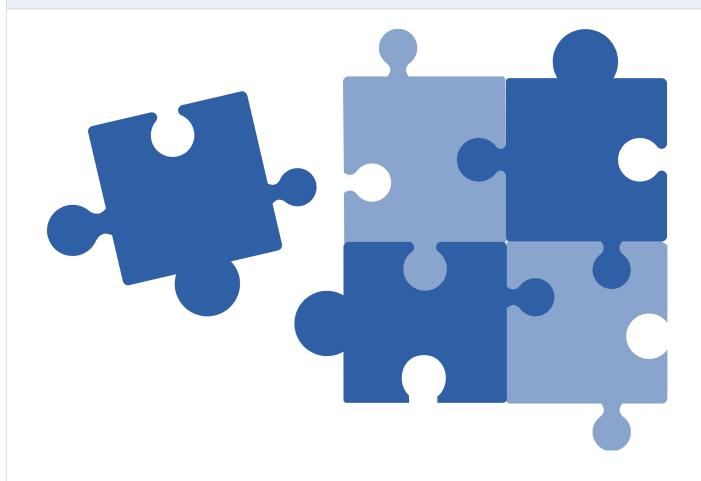
Answer a few additional questions to learn more about your 16-Personality Type.

START TEST

Already know your type?







Find out your Values

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

START TEST