

People [\(/dashboard/\)](/dashboard/)

PERSONALITY PROFILE

Ryan Rhoten



Allegion, PLC »
[\(/profiles/organization?id=56171\)](/profiles/organization?id=56171)

Location: Indianapolis, Indiana

Oversee all P&L aspects of the residential retail returns (gross to net, rework, scrap, etc.). A...

★ Overview

💬 Communication

💡 Personality

✉ Example Email

👤 You & Ryan

👥 Ryan & Allegion US

[\(/profiles/organization_relationships?person_id=997738&organization_id=56133\)](/profiles/organization_relationships?person_id=997738&organization_id=56133)

Ryan works like a general: aggressive, pragmatic, skeptical, extremely goal-driven, and most comfortable with control.

 Tweet this sentence

 Save screenshot

Accuracy confidence: **95%**

We found lots of online data for Ryan, so we're quite sure of this.
Where does this come from?

When **speaking** to Ryan...

Stay objective rather than emotional

Keep conversation brief

Don't leave a conversation open-ended

Don't talk about abstract philosophies or ideas

When **emailing** Ryan...

Use data to prove a point

Write 3 sentences or less

Don't use emotionally expressive language

Don't let a message go unanswered for more than 24 hours

When **working** with Ryan...

Do your homework before a meeting

Use logical appeals if you argue

Don't schedule meetings casually (i.e. tomorrow afternoon)

Don't sugarcoat a difficult topic

When **selling to** Ryan...

Set an end time for calls or meetings

Compliment the quality of his work, rather than him broadly

Don't have light-hearted chitchat before getting into business

Don't spend lots of time talking about topics unrelated to work

It comes **naturally** to Ryan to...

Pause a conversation to correct something inaccurate

Maximize efficiency in everyday life

Articulate a clear plan of action before a big decision

Cut a conversation short to get something done

It **does not come naturally** to Ryan to...

Get fooled by a sneaky sales tactic

Feel sad if an accomplishment goes unrecognized

Openly discuss emotions

Prefer to work in groups more often than alone

How to write an email to Ryan:

Example email templates are only available for **Apprentice** and **Master** users. [Click here to view upgrade options \(/upgrade\)](#).

Subject:

Upgrade to an Apprentice or Master account to view

Body:

Upgrade to an Apprentice or Master account to view

✉ Write an email with Crystal's assistance (/dashboard/email?id=997738)

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hello@crystalknows.com (mailto:hello@crystalknows.com)

Your relationship with Ryan

(/profiles/relationship?person_1=997738&person_2=)

Click to preview your relationship (/profiles/relationship?person_1=997738&person_2=) or...

Look up Ryan's relationship with another person » (/dashboard/find?search_type=relationship&person_1=997738)

Do you know Ryan?

Answer questions improve the accuracy of his profile (/dashboard/question?person_id=997738)

Do you know Ryan?

You can help improve the accuracy of his profile:

💡 Answer questions (/dashboard/question?person_id=997738)

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