



Hi Ryan,

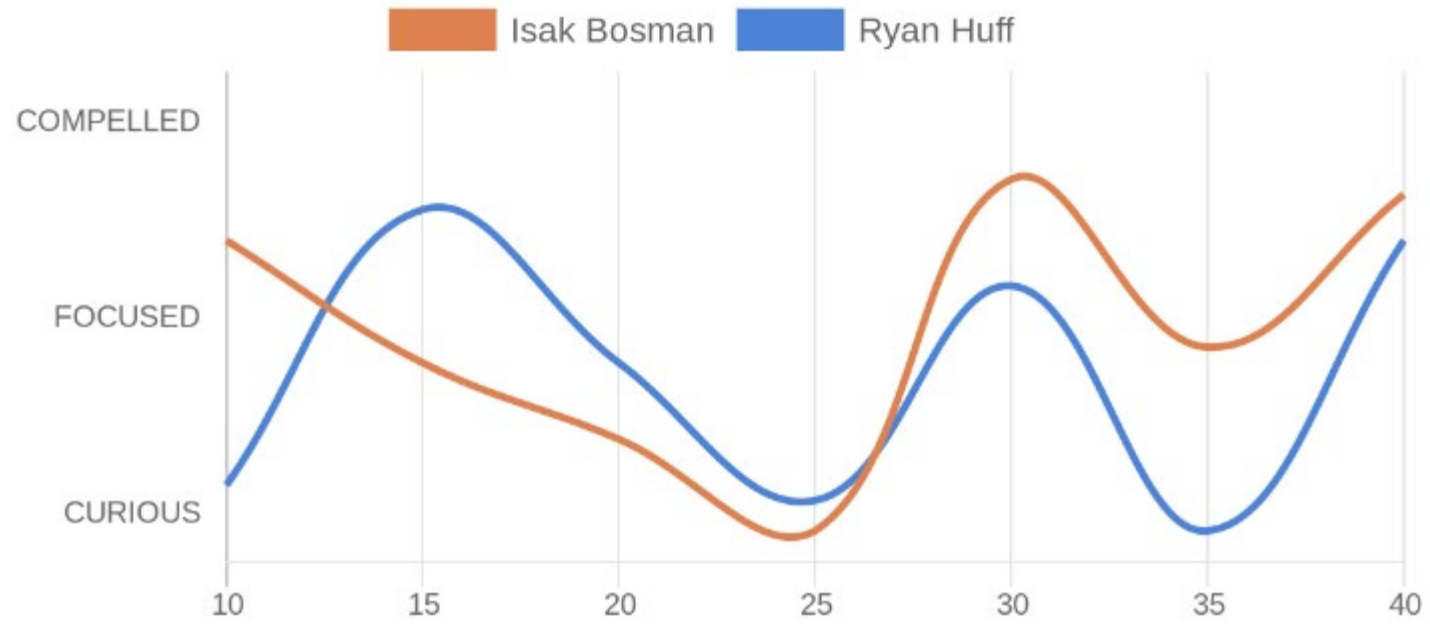
We just finished analyzing the call you had with Isak Bosman and Barry Jones. Our AI has some insights that we think can improve your productivity and relationship with the other participants.

We recommend saving these reports so that you can review them later. Over time, patterns about you and the people you frequently talk with will emerge.

Take a look.

- Cyrano

CONVERSATIONAL COMMITMENT TREND



Observations about You

Spoke for about 33 minutes

Priorities: **Community**



Communication: **Visual**



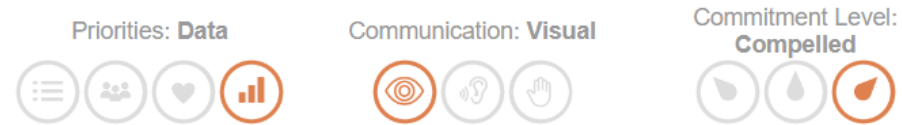
Commitment Level:
Compelled



- You have a deeper than average appreciation for fairness.
- You will respond well to lower-key, friendly attention.

Observations about Isak Bosman

Spoke for about 15 minutes



- They often enjoy collecting data, facts or information.
- Isak is the kind of person who appreciates details.
- When working with them, expect them to lean into confusing situations.
- Isak is going to respond badly to those who seem too direct or enthusiastic whenever they are making an important decision.

Advice for Agents and Lenders

- After an initial consultation make sure you show Isak homes which satisfy their need for privacy.
- Highlight the home's small details.
- To expand their awareness, explore what is valuable to them beyond the home's square footage.
- Give Isak plenty of time to review the data before they make agreements. Once they've made a decision they will rarely backtrack.

How to follow up with Isak

- Now that the call is over you might be thinking of how to follow up. Our advice is that you let them know how their contribution will fix the problem.
- They respond well when you ask for their help to put the next steps in sequence and they will deliver more than expected.