

## Know your prospect in 15 seconds flat

Winmo gives you more than just names, titles and contact information. Thanks to personality insights from Humantic AI, you'll know how to communicate with a prospect to get their attention and close the deal.

**winmo**

**Dwight Schrute**  
Title: Asst. to the Regional Manager  
Company: Dunder Mifflin

**Cautious** | **Systematic**

**DISC Profile: Calculativeness (C)** reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasize quality and accuracy, enjoy challenging assumptions but can overanalyze things and be overcritical.

**DOs & DON'TS** | **Email Tips** | **Key Traits**

- ✓ Logical closing line with direct ask
- ✓ Bullet points
- ✓ Focus on allaying doubts and ROI
- ✗ Avoid using emojis or gifs
- ✗ Avoid emotional greeting
- ✗ Avoid anecdotal evidence

A full breakdown of the prospect's demeanor and what drives them to act, get excited or stall

Tips to personalize your outreach, build trust, and write the perfect sales email

[▶ See it in Action](#)

## Benefits seen across sales organizations



## Start crafting more effective outreach



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