



Targeting Black

лекция номер пять

Что будет на занятии?

- х Пути развития и масштабирования
- х Поиск клиентов
- х Типичные ошибки при поиске и работе с клиентами
- х Работа с Возражениями
- х Форма отчетности

An aerial photograph of a city street at sunset. In the center, a train is moving along a set of tracks that run parallel to a multi-lane highway. The highway is filled with cars, and the city buildings are visible in the background. The sky is a mix of orange and blue, indicating the time is either dawn or dusk. The overall scene conveys a sense of urban infrastructure and transportation.

Пути развития и масштабирования

A person wearing a dark jacket and brown pants is running away from the camera down a narrow, paved alleyway. The alleyway is flanked by a chain-link fence on the left and a multi-story brick building with arched windows on the right. In the background, a modern white building with large windows is visible. The scene is dimly lit, suggesting an overcast day or early morning/late evening. The overall mood is one of urgency and movement.

Поиск клиентов

A photograph of a tunnel entrance, heavily covered in graffiti. The tunnel is dark, and a train is visible passing through it, with light trails from the train's lights. The surrounding rock walls are also covered in graffiti. The overall scene is dark and urban.

Типичные ошибки при поиске и работе с клиентами

A photograph of a city skyline at dusk, with numerous skyscrapers and buildings illuminated by warm lights. The city is reflected in a body of water in the foreground, which also shows the silhouettes of many sailboats. The sky is a deep, dark blue. Overlaid on the center of the image is the Russian text "Работа с Возражениями" in a large, white, sans-serif font.

Работа с Возражениями

Форма отчетности

