



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 graffiti includes various tags and phrases such as 'PRESETO YESKA', 'SEPTOYESOK', 'EAR BLOJLY', 'TUCKER', 'lets GO', '1904', 'TOEM', 'EKRA', and 'SEVO'. A sign on the left side of the entrance reads 'NO TRIPAS EN EL TUNEL PROHIBIDO'. A train is passing through the tunnel, creating a dark silhouette against the light trails. The scene is illuminated by bright light trails in red, orange, and yellow, suggesting a long-exposure shot of a train or light source moving through the tunnel.

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 is also filled with many sailboats. The sky is a deep blue. Overlaid on the center of the image is the Russian text "Работа с Возражениями" in a large, white, bold, sans-serif font.

Работа с Возражениями

Форма отчетности

