



**LIC. JUAN PABLO VILLANI**

**"10 Tips para reclutar  
potenciales clientes  
para tus cursos de  
Corporate English"**

**SHARE  
TO LEAD**

3<sup>RD</sup> SHARE NATIONAL  
CONVENTION FOR HEADS  
OF ENGLISH AND  
ADMINISTRATORS

📍 Hotel Dazzler San Martín - San Martín, CABA.

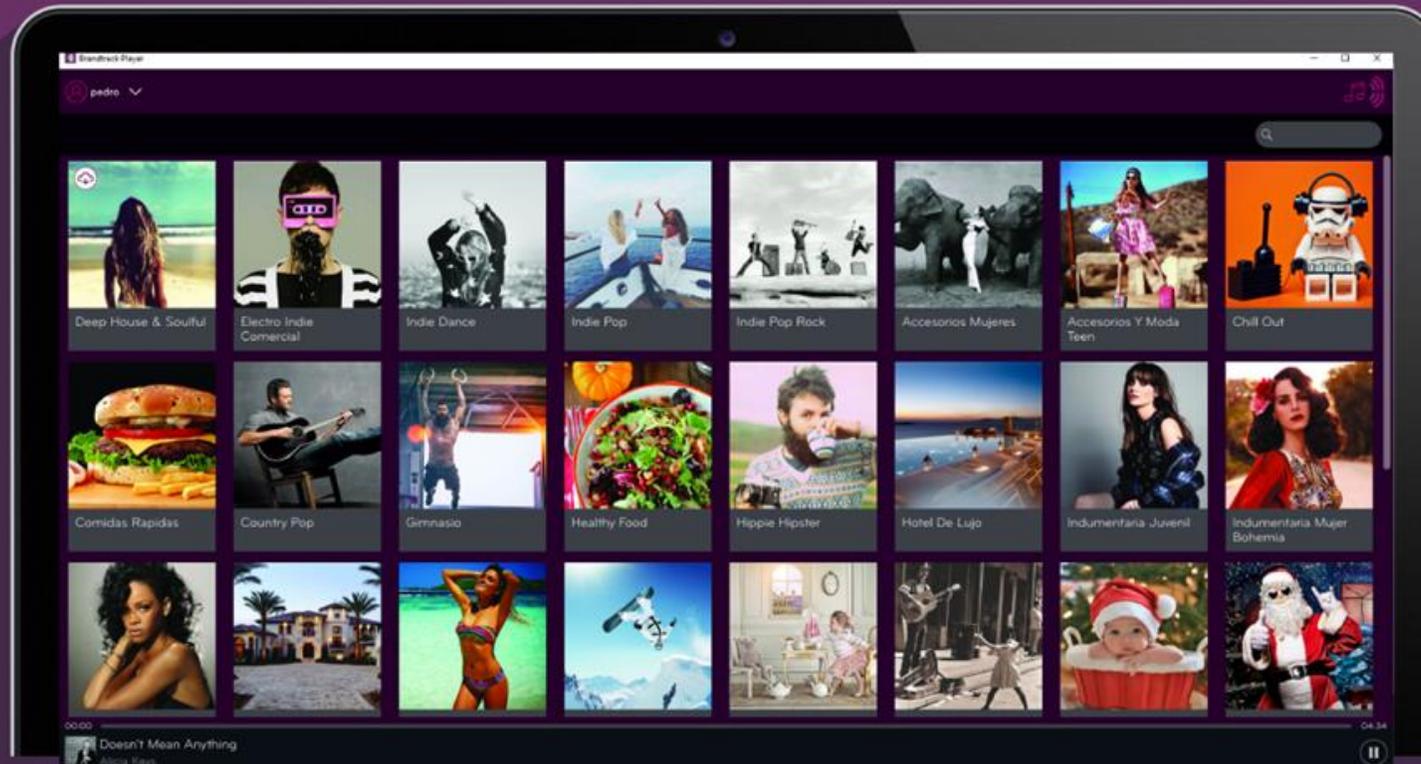
4th & 5th October



SHARE EDUCATION

**10 Tips para vender  
a empresas  
gigantes**

# PLAYLIST MUSICALES A MEDIDA PARA AUMENTAR LAS VENTAS EN ESPACIOS COMERCIALES



CLIENTES

**Confían en  
nosotros**

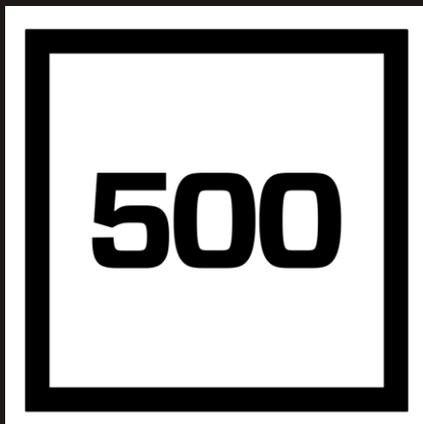
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Hush Puppies®

Hilton





# Nuestro Proceso



# **1) Metrics**

**2) CRM**



Add deal

Pipeline ▼ Everyone ▼

Idea \$59,340 7 deals	Contact Made \$59,030 7 deals	Needs Discovered \$6,359 4 deals	Proposal Presented \$3,460 5 deals	In Negotiation \$4,610 5 deals
<p> GNB deal \$2,000 GNB <span>⊘</span></p>	<p> SEO \$12,400 Microcorp Inc <span>⚠</span></p>	<p> New Website Design \$3,000 Skylinear Productions <span>⊘</span></p>	<p> Stark deal \$20 Stark <span>⊘</span></p>	<p> Tank Entertainment Flash \$2,000 Tank Entertainment <span>⊘</span></p>
<p> ABC deal \$40 ABC <span>⊙</span></p>	<p> GNB deal CHANGE VALUE \$700 <span>⚠</span></p>	<p> WayneE deal \$239 Wayne Enterprises <span>⊙</span></p>	<p> Stark deal \$20 Stark <span>⊙</span></p>	<p> GOT Deal \$2,000 Winterfell <span>⊙</span></p>
<p> Design for weekly newsletter \$26,000 Palo Alto Networks <span>⚠</span></p>	<p> New webpage \$19,000 Loud Music <span>⚠</span></p>	<p> Skylinear Productions deal \$3,000 Skylinear Productions <span>⊙</span></p>	<p> Skylinear Productions Website \$20 Skylinear Productions <span>⚠</span></p>	<p> Waytogo Transportation deal \$290 Waytogo Transportation <span>⊙</span></p>
<p> Design for weekly newsletter \$26,000 Palo Alto Networks <span>⚠</span></p>	<p> E-newsletter Design \$30 William Shatner <span>⊙</span></p>	<p> LOEG deal \$120 LOEG <span>⚠</span></p>	<p> New Logo Design \$400 Roy Nelson <span>⊙</span></p>	
<p> New web page \$3,000 Loud Music <span>⚠</span></p>	<p> SEO job \$22,000 Microcorp Inc <span>⊙</span></p>		<p> Ad Campaign \$3,000 T23 <span>⊙</span></p>	<p> LOEG deal \$120 LOEG <span>⊙</span></p>
<p> Zebracorp deal \$0 Zebracorp <span>⊙</span></p>	<p> T23 deal \$3,000 T23 <span>⊙</span></p>			
<p> New web page \$2,300 Loud Music <span>⊙</span></p>	<p> New SEO job \$1,900 Microcorp Inc <span>⊙</span></p>			

Brandywine Logo Design  
\$200 Brandywine ⊙ ⚠

Deal 'Brandywine Logo Design' has been moved to another stage in pipeline



Lost

Won

# **3) Personalización**

TITLE	PEOPLE	OPEN RATE	REPLY RATE	PROGRESS	DELIVERED
 LAT - Supermercado PM - Encargado Id...	  14	81% (9)	63% (7)		 25
 LAT - Retail IND PM - Encargado Identi...	  75	82% (56)	69% (47)		 164
 LAT - Retail GEN PM - Encargado Identi...	  87	91% (77)	64% (54)		 185
 LAT - Restaurantes PM - Encargado Ide...	  55	87% (43)	61% (30)		 120
 LAT - Hoteles PM - Encargado Identific...	  55	93% (46)	67% (33)		 123
 LAT - GYM PM - Encargado Identificado...	  2	100% (2)	50% (1)		 3
 LAT - Customer Service Area PM - Enca...	  28	88% (23)	65% (17)		 60

Reply.io

Replyify.com

# **4) Pain - Releaf**

**“TE VENDO  
MI PRODUCTO”**

**“TE AYUDO A RESOLVER  
UN PROBLEMA”**



**VS**

**PAIN RELIEF**



**Voltrai**  
adone sistem  
Freedom of movement

Journey from pain to relief



# **5) Follow-Up**

# **6) Custom Au**

# **7) Mail de Despedida**

# **8) Fechas Concretas**

**9) Siempre  
Volver a  
contactar**

# **10) Referidos**

**GRACIAS**

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