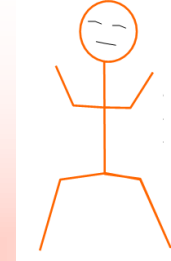
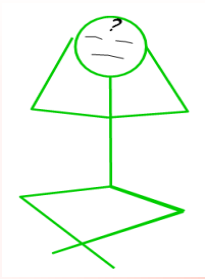


ANALYSE TYPOLOGIQUE DES CLIENTS



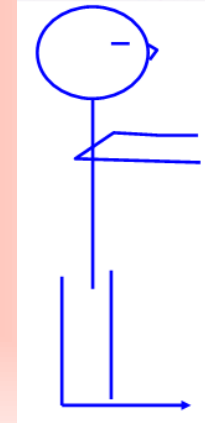
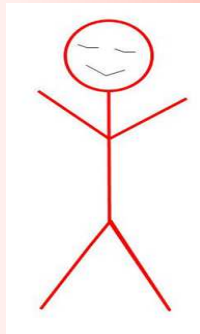
LES DIFFERENTES TYPOLOGIES

ANALYSTE

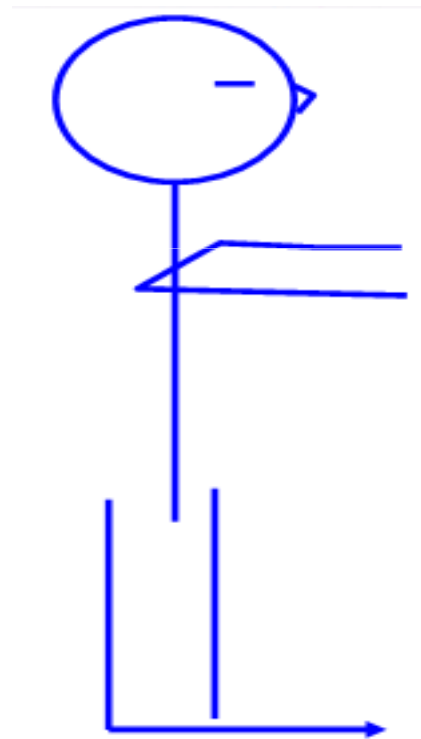
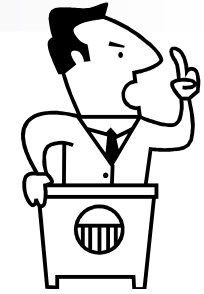
ENJOUE

REGULATEUR

CONCILIANT



CLIENT REGULATEUR



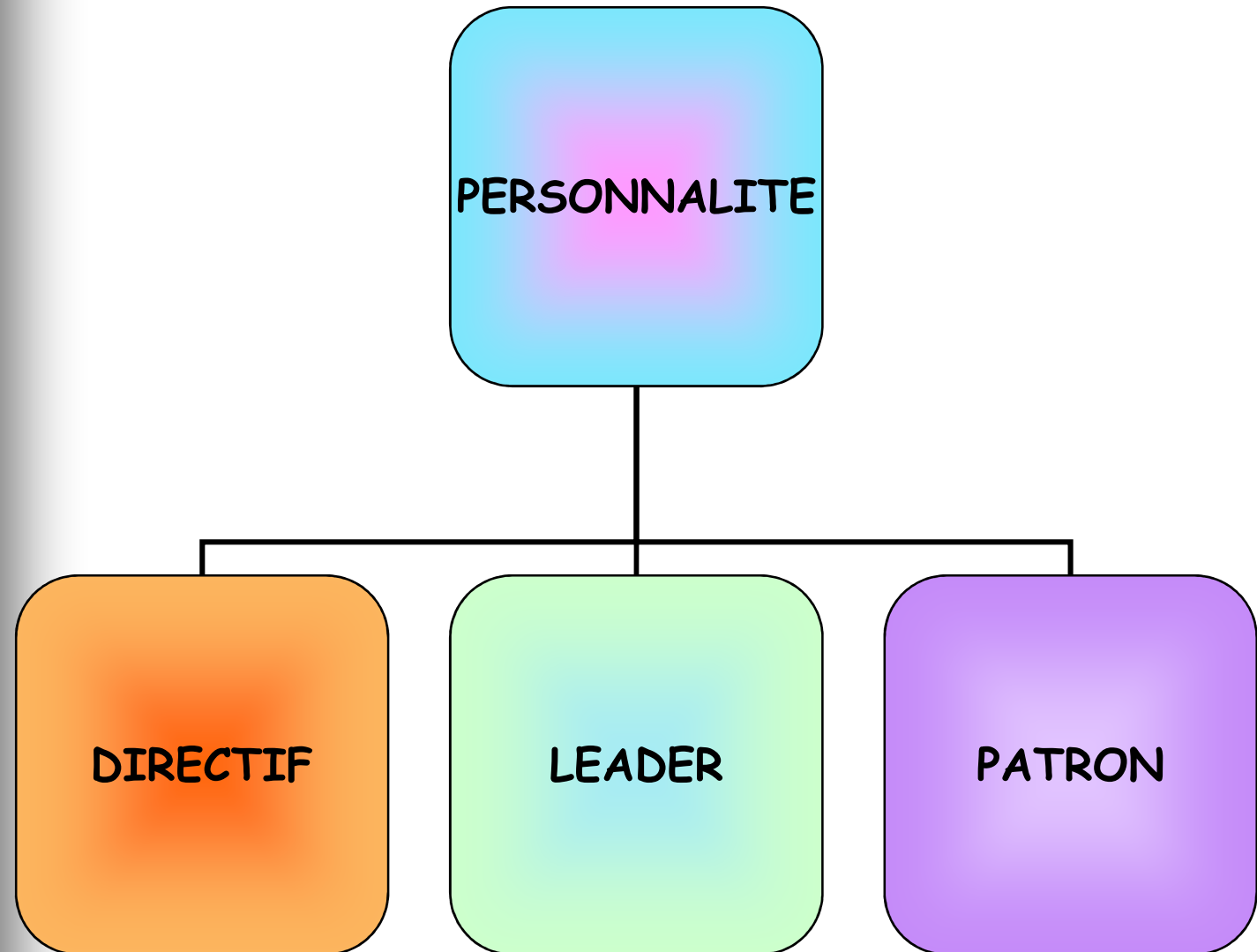
SES CARACTERISTIQUES

- ◆ PONCTUEL
- ◆ DIRECTIF
- ◆ DECIDEUR
- ◆ MANAGER

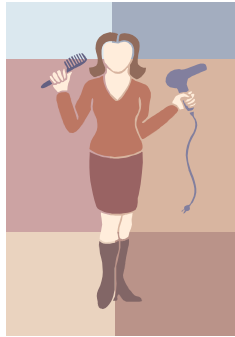


Napoleon

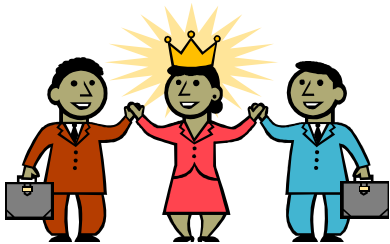
COMMENT LE RECONNAITRE?



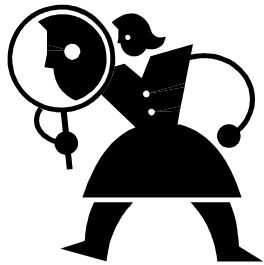
COMMENT L'ACCUEILLIR?



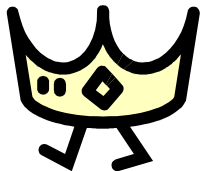
ALLER AU DEVANT DE LUI.



LE RECONNAÎTRE.

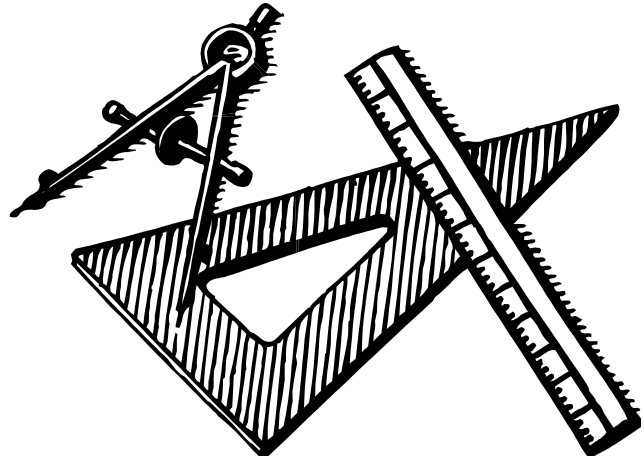


ETRE SUR DE SOI

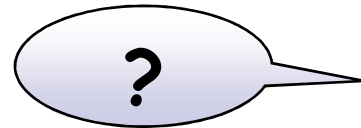


LOYAUTE

QUELS SERVICES LUI PROPOSER?



PRECISION



PERFECTION

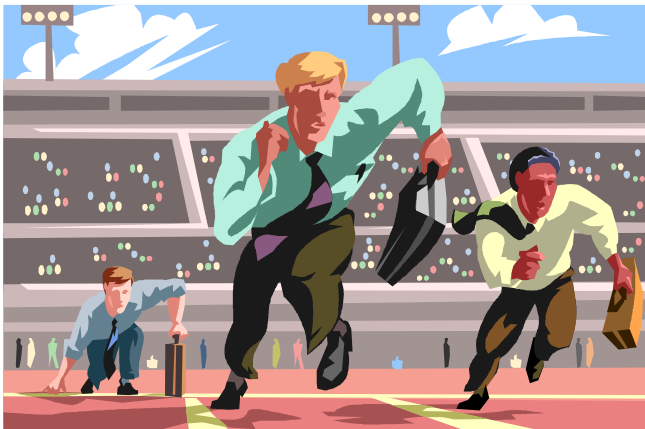


PONCTUALITE



PASSION

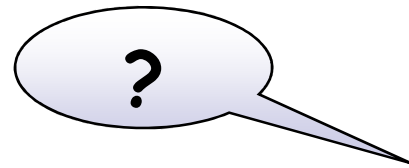
QUELS SERVICES LUI PROPOSER?



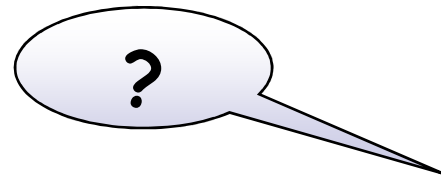
PERFORMANCES



EFFICACITE

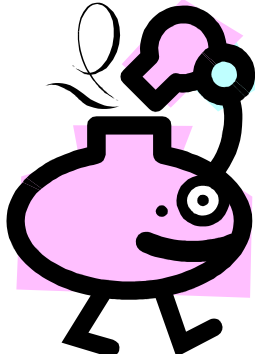
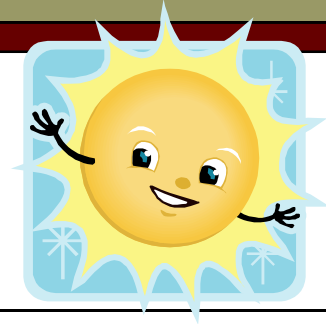


RAPIDITE



CLARTE

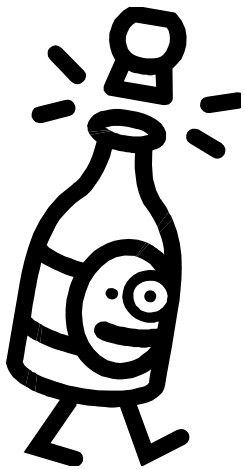
QUE LUI VENDRE?



• PRODUITS EFFICACES

• PRODUITS RECONNUS

• PRODUITS D'UTILISATIONS SIMPLES



• CONDITIONNEMENT