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et efficace du début à la fin Mais en tant que vendeur comment répondre cette attente exigeante Le modèle RIO est une méthode qui vous permet de déterminer les préférences d'achat de votre interlocuteur et de vous faire une idée précise des facteurs nécessaires pour créer un climat de confiance et de coopération Connexions fortes clients fidèles vous amène au cœur de la vente d'aujourd'hui En tant que vendeur si vous intégrez les connaissances décrites dans ce livre vous verrez augmenter non seulement votre chiffre d'affaires mais aussi votre propre estime ainsi que l'influence positive sur les personnes qui vous entourent La méthodologie RIO est très applicable et constitue une pierre angulaire essentielle pour toute personne en contact direct avec les clients Bram Hornsby directeur commercial Groupe Combell Le modèle RIO ajoute une dimension supplémentaire notre histoire et a déjà prouvé son utilité maintes reprises D'une part il renforce notre impact commercial au niveau individuel et d'autre part il renforce notre identité en tant que banque dans son ensemble Julien Richelle banquier privé ABN AMRO Private Banking Depuis quelques années Blinc est notre partenaire pour soutenir l'histoire RIO Nous constatons que nos succès augmentent de plus en plus grâce à cette approche Stefaan Janssens Michelle Koch grants Janssen en Janssen Immobilier

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