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## David Gómez

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Lo que callan los amantes del mañana Hermes Ruiz Rincón,2022-09-26 Lo que Callan los Amantes del Mañana, es un libro que te llevará en un viaje entretenido y lleno de contenido práctico, a entender los retos que la Inteligencia Artificial y el Metaverso aportan a un mundo 5.0, dando paso, en un lenguaje sencillo, a los conceptos y retos fundamentales que debes dominar para fomentar organizaciones y personas Más Productivas, Más Rentables y Más Sensuales.

**Yellow** David Gómez,2018-08-01 Deje de quejarse y haga que las cosas pasen. Una historia para transformar su vida y la de su empresa para siempre. Las compañías hacen grandes esfuerzos por ganarse un cliente, para luego perderlo por una precaria actitud de servicio. Las áreas trabajan internamente como islas, desconectadas de la realidad y de las necesidades de la gente a la cual deberían servir. Pero, ¿qué pasaría si después de un día agotador tomara un taxi y lo que sucede adentro transforma su vida para siempre?, ¿qué pasaría si dejara de esperar a que las cosas pasen y se dedicara a lograr que sucedieran?, ¿si se levantara feliz cada mañana a hacer su trabajo, porque no se trata de una simple y monótona tarea, sino que cumple con un propósito superior?, este libro basado en una experiencia real, con un taxista real. Alguien que pese a todas las adversidades, decidió hacer la diferencia para sus pasajeros y darle un significado a su trabajo. David Gómez, autor de los bestsellers Bueno, Bonito y Carito y de Detalles que Enamoran: cómo derretir a los clientes para que no quieran comprarle a nadie más, nos sorprende esta vez con una entretenida parábola empresarial para encontrarle un nuevo significado a nuestro trabajo. Un mensaje para hacer la diferencia en este mundo, una persona a la vez.

**Bueno, Bonito y Carito** David Gómez,2019-09-21 UN MANUAL DE DIFERENCIACIÓN PARA VENDER CON

DIGNIDAD Muchas compañías no se diferencian; y aún si lo hacen, fallan en comunicarlo efectivamente. Cuando un cliente no percibe diferencia, decidirá por precio. Por eso, en este libro aprenderá cómo construir y comunicar su diferencial, para dejar de competir por precio. Este es un libro de diferenciación. De cómo convertir un negocio promedio, en un negocio extraordinario. De cómo alejarse del bullicio y ser memorable. El problema no es costar más, sino que el cliente no entienda por qué; pues no todos quieren comprar barato. A partir de ahora, su nueva consigna será: Bueno, Bonito y orgullosamente Carito. Feliz diferenciación. VENDER BARATO ES UNA OPCIÓN; SI SOBREVIVE PARA CONTARLO Los precios bajos son una forma de competencia; muy exigente y peligrosa, pero sin duda una alternativa atractiva para cierto tipo de clientes. Sólo basta que camine cualquier sector comercial y observe cuál es el principal argumento de ventas. No es que no pueda vender barato. El desafío es vender barato y además ser rentable. Muchas empresas simplemente no lo pueden hacer porque ofrecen beneficios adicionales, invierten en mejores insumos, productos y servicios de mayor calidad, responden por garantías y proveen robustas infraestructuras. Todo esto cuesta. Si decide ofrecer experiencias memorables y deleitar a los clientes, necesita el dinero para implementarlo de manera consistente. Por supuesto, no todos estarán dispuestos a pagar por ello, y está bien, no son su mercado objetivo. En Bueno, Bonito y Carito aprenderá cómo diseñar su diferencial y cómo comunicarlo de la manera correcta, para que los clientes lo reconozcan. Bueno, Bonito y Carito es una forma de pensar, una filosofía y una actitud frente al mercado. Debe creérselo y confiar en que usted, su empresa y lo que vende, genera valor. Barato vende cualquiera. El desafío es vender argumentando el valor, no el precio. Esa es la esencia de este libro. Bienvenido a la mentalidad Bueno, Bonito y Carito.

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