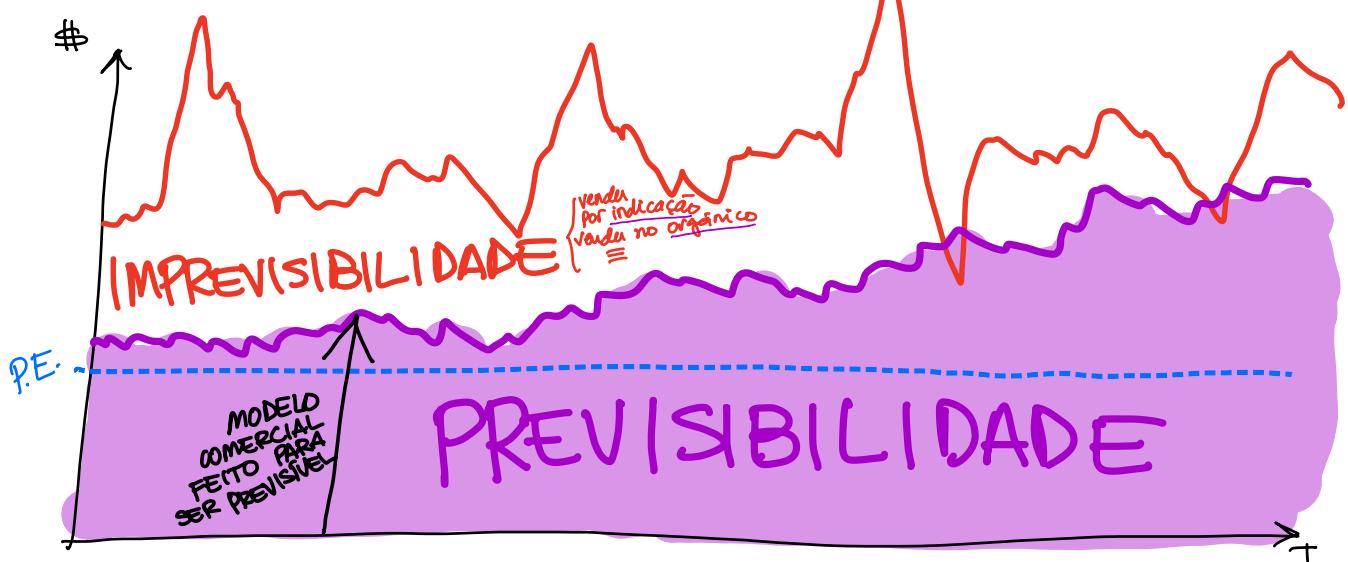
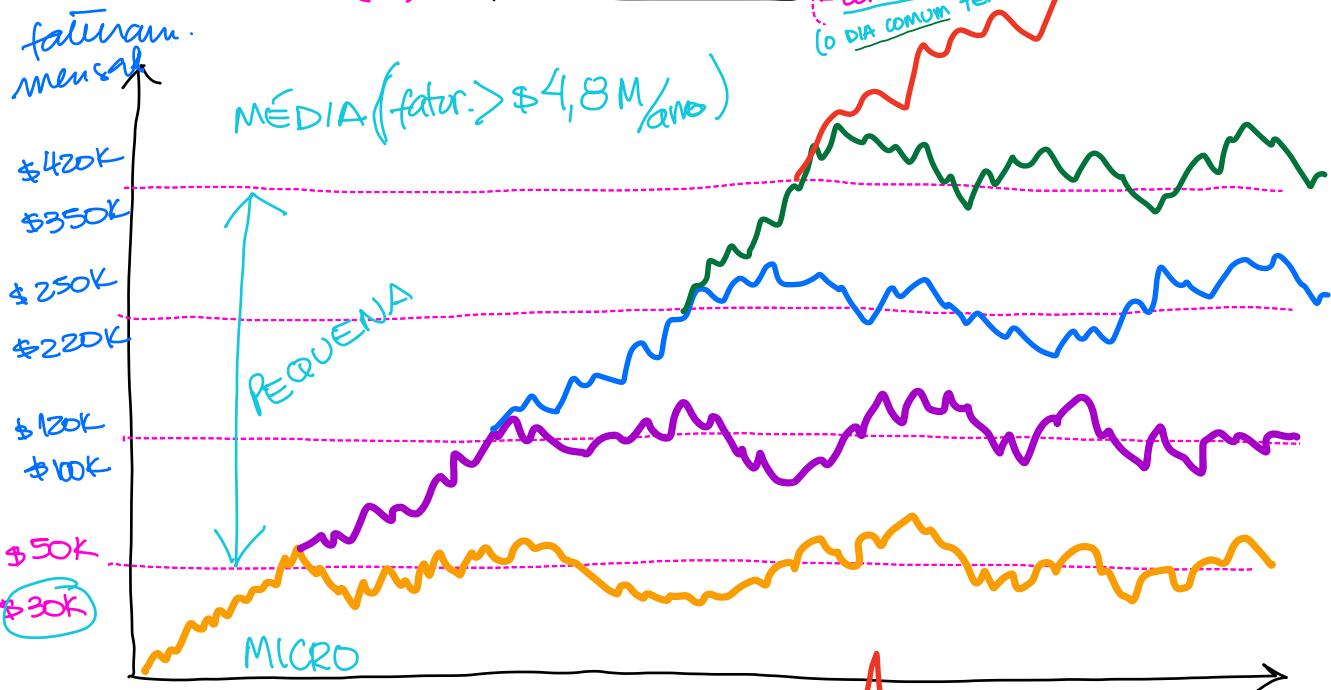
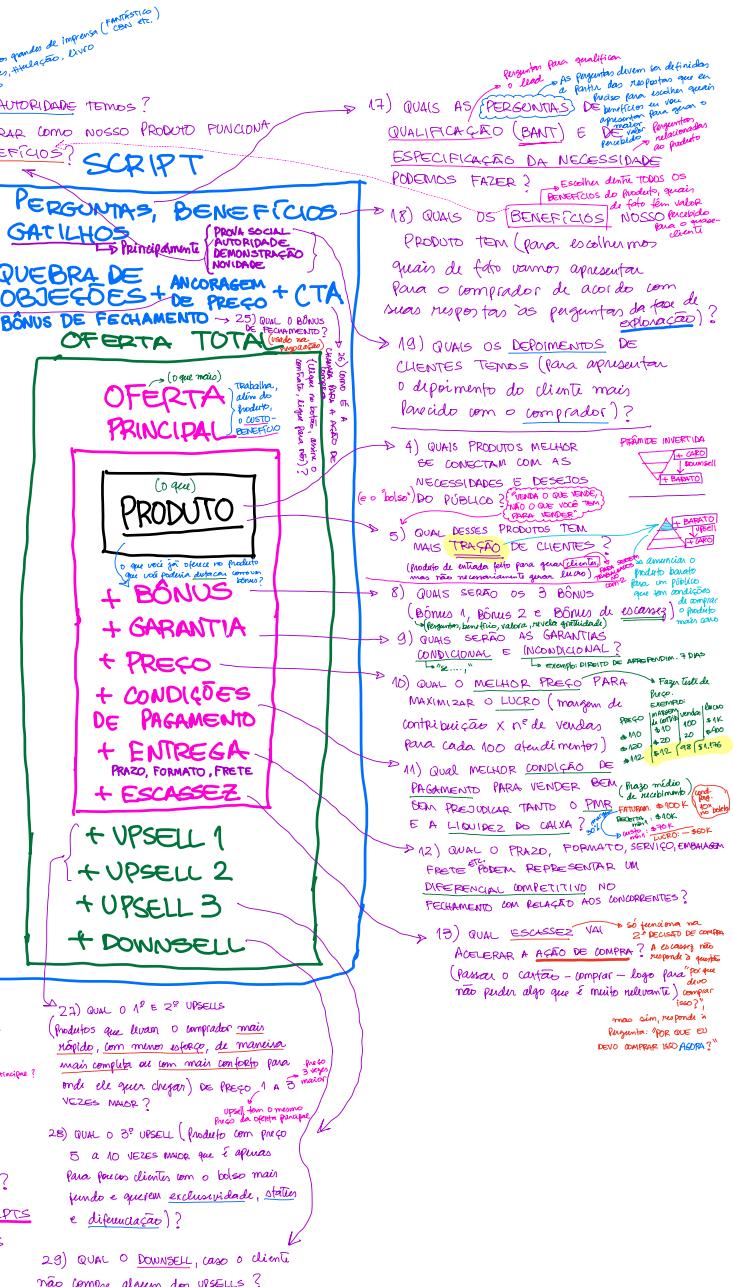
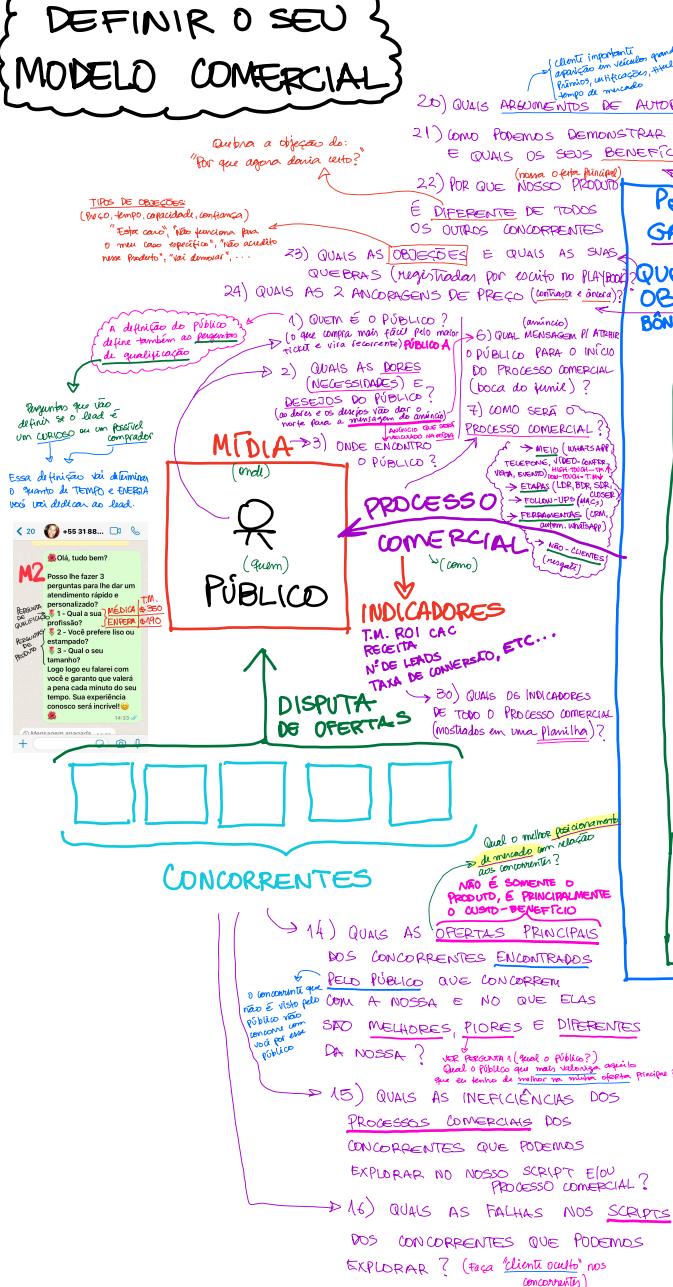


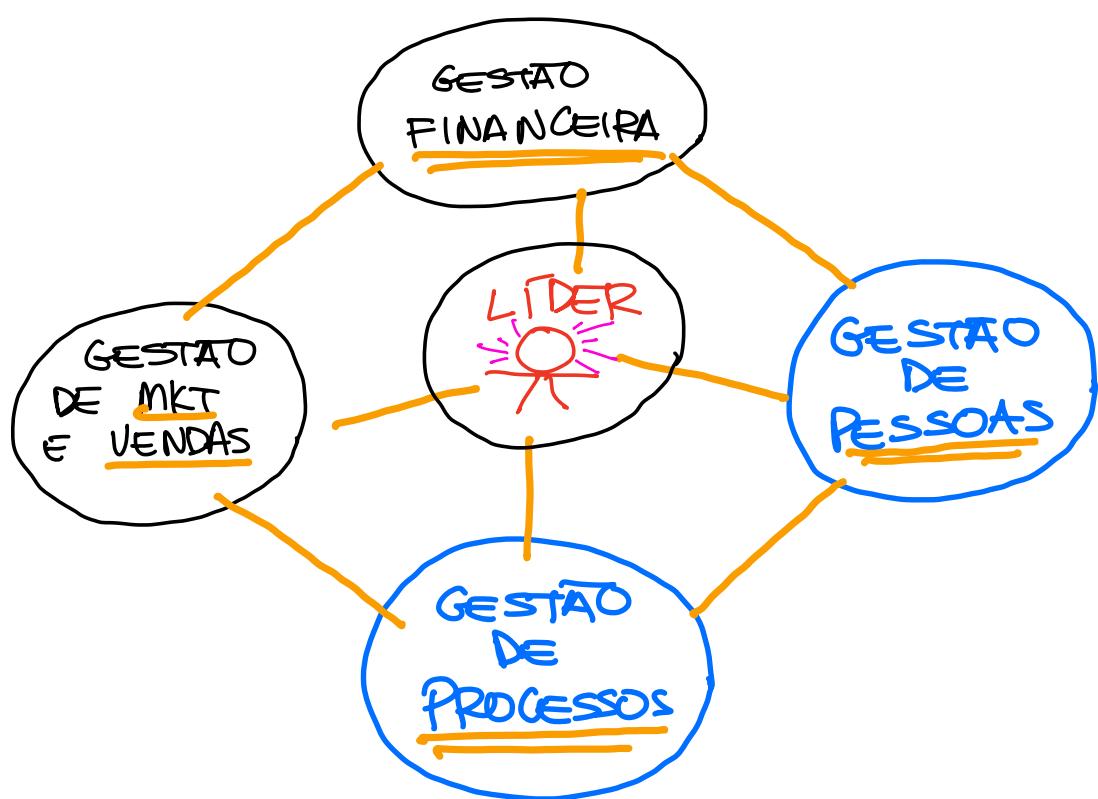
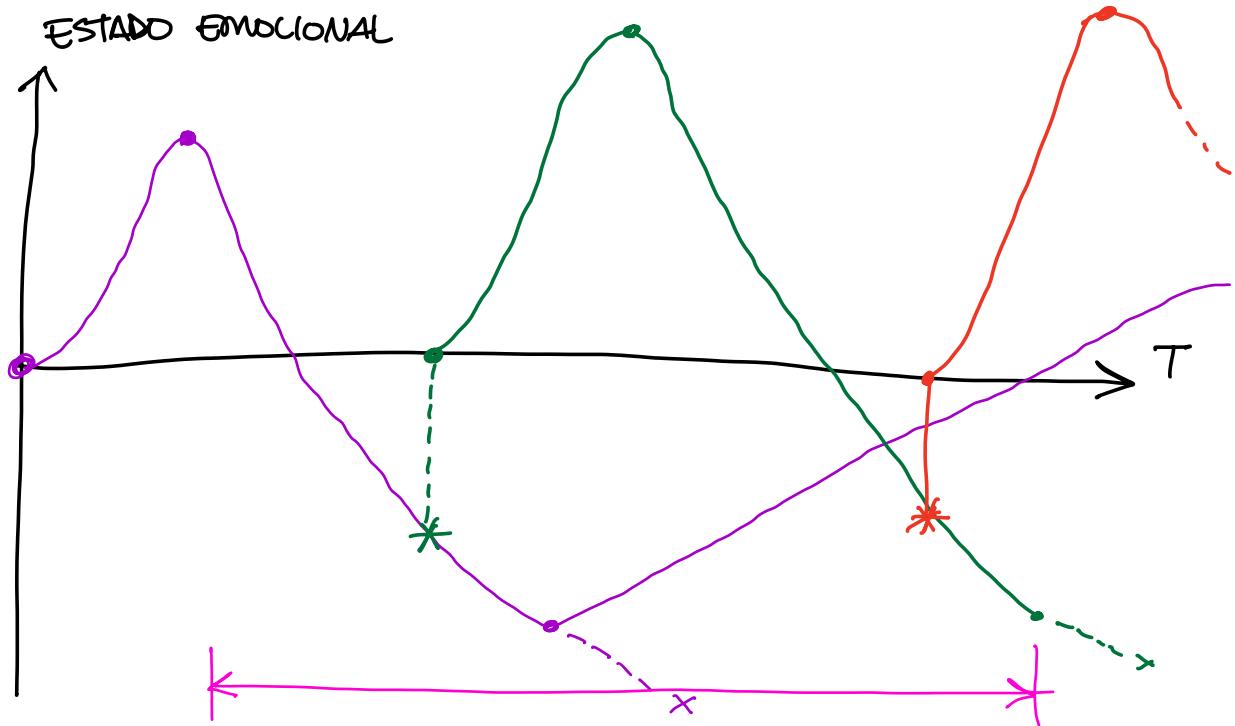
### BARREIRAS DE CRESCEMENTO:

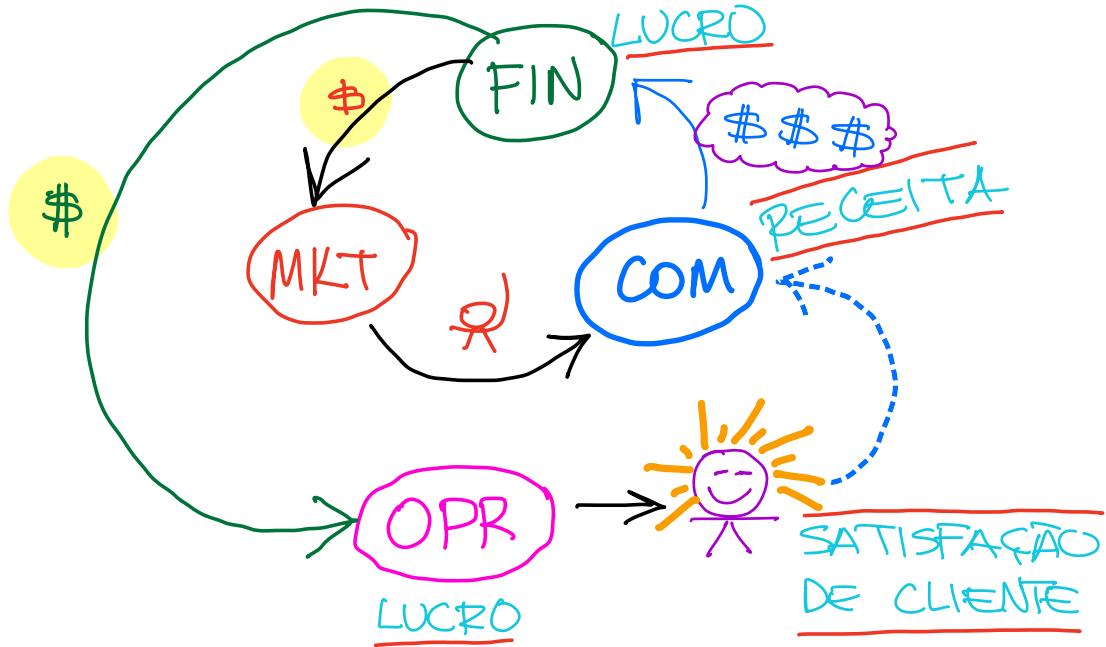
- **FALTA DE LIDERANÇAS** → Pipeline de liderança
- **FALTA DE INFRA-ESTRUTURA ESCALONÁVEL**
- **VENDAS (\$)** → MODELO COMERCIAL



## PERGUNTAS PARA DEFINIR O SEU MÓDELO COMERCIAL

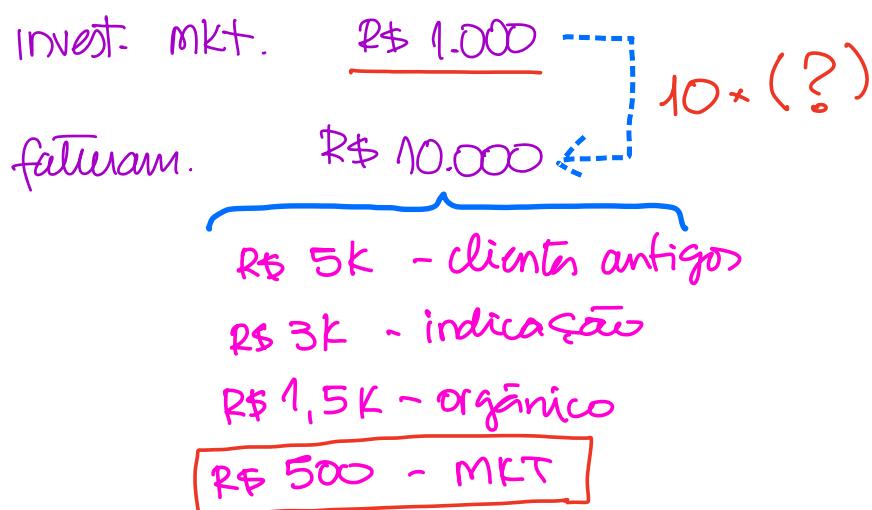
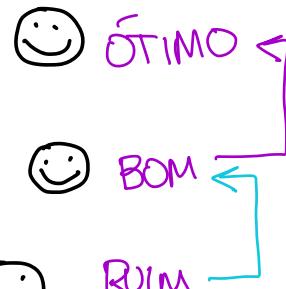


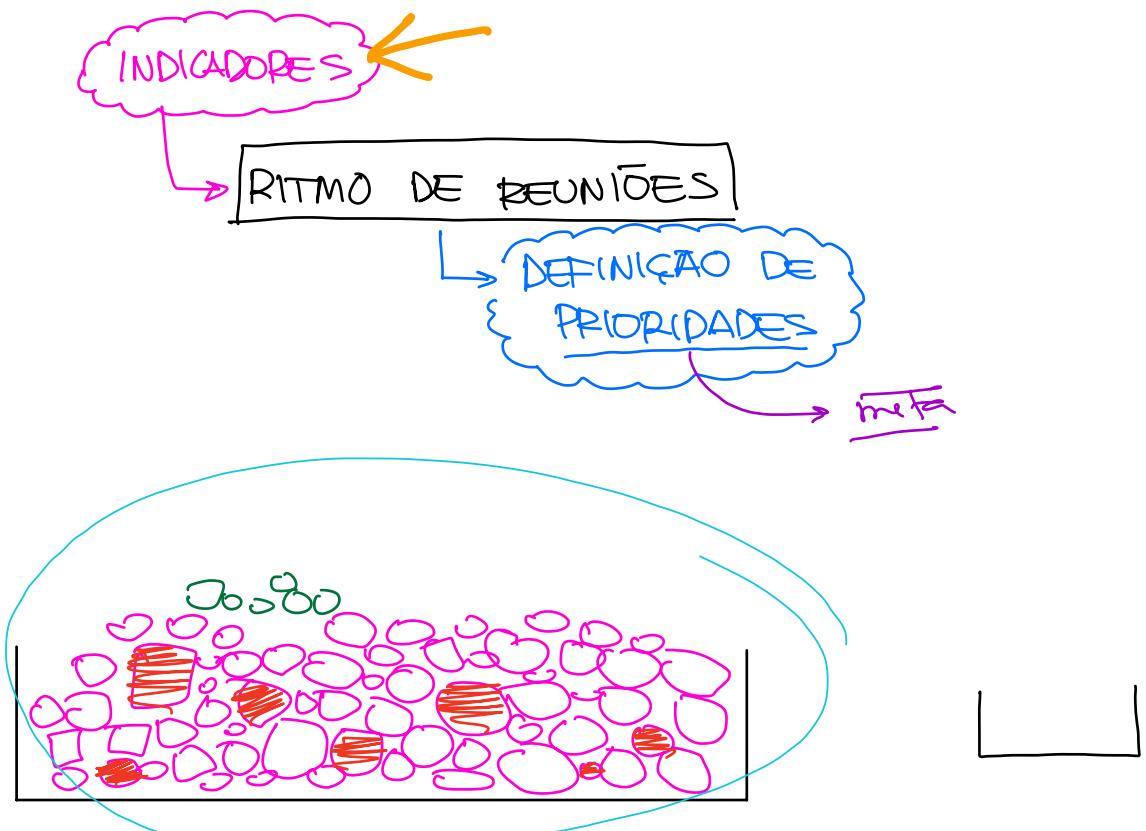


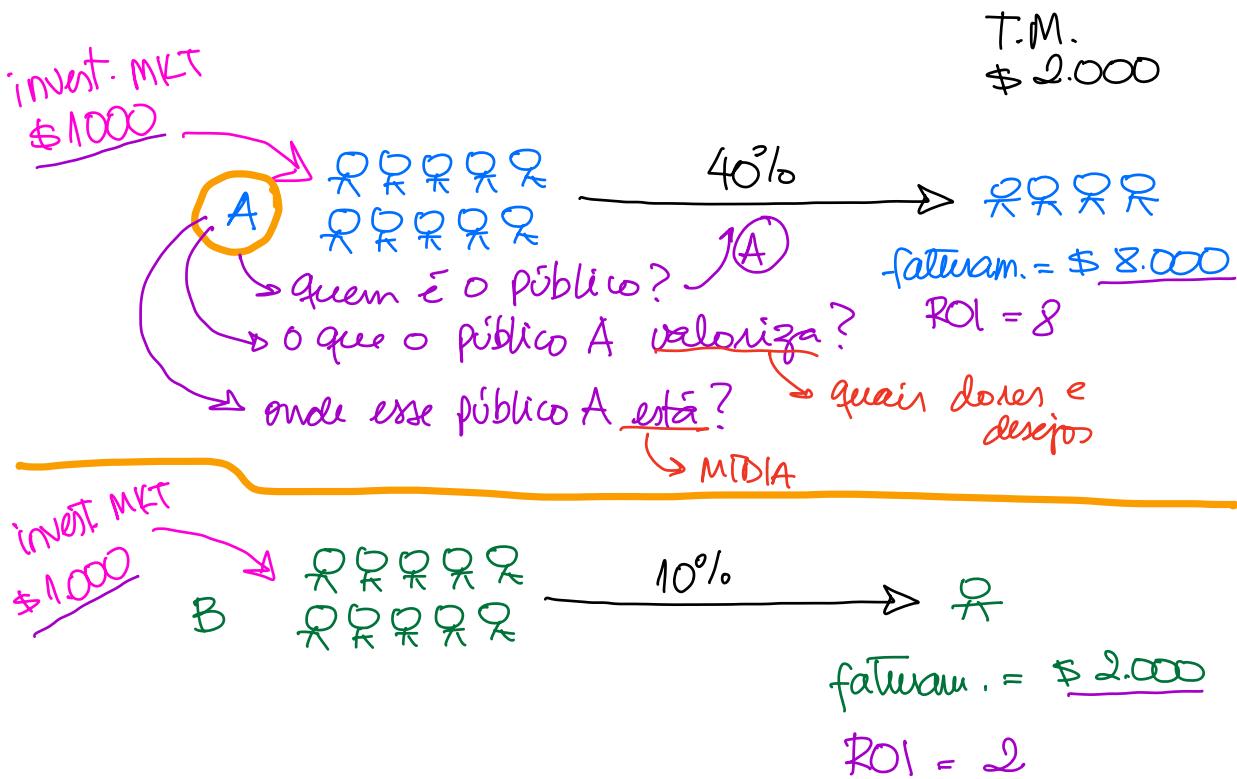
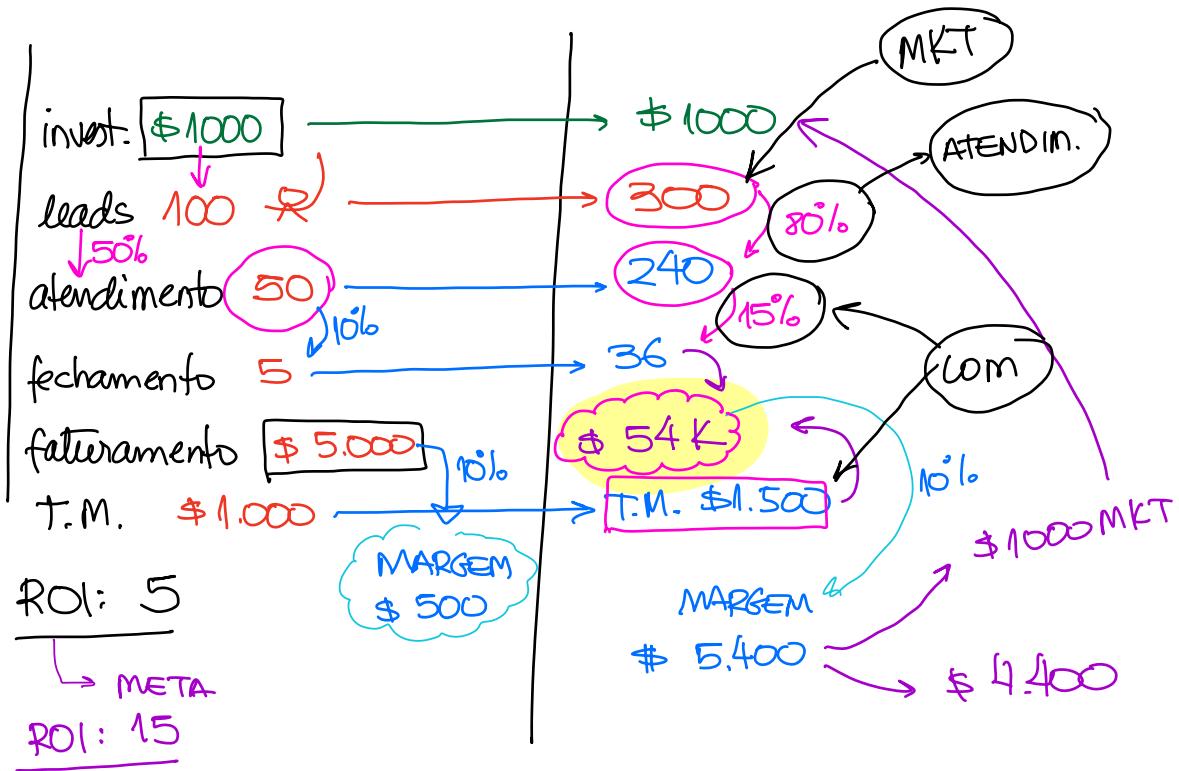


O ÓTIMO É INIMIGO DO BOM

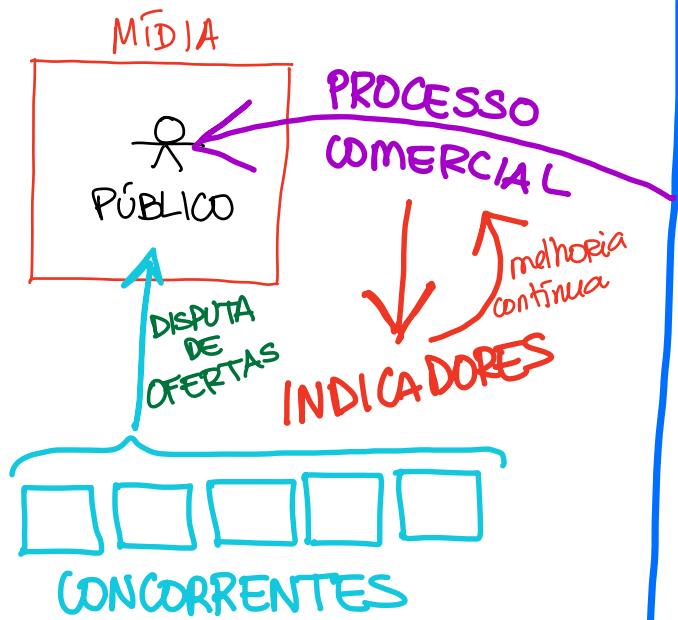
PARA O CLIENTE, O BOM JÁ ESTÁ ÓTIMO







## MODELO COMERCIAL



## SCRIPT DE VENDAS

