

ABRACE A SUS CLIENTES

RESUMEN POR GUSTAVO GARCIA

El libro nos presenta a la empresa Mitchells (<https://shop.mitchellstores.com/>) una empresa dedicada a la venta al detalle de ropa para ambos generos que desde 1958 abrio sus puertas en un pequeño estado de Norteamérica, como un negocio empujado por el retiro de sus fundadores, en un pequeño local no ubicado en la mejor zona pero con fundamentos solidos basados en una etica de negocio clasica.

El modelo con el que empezo la empresa de ropa fue sencillo, brindar ropa de calidad a quien la quisiera comprar, no a quien pudiera ni quien la necesitase; bajo este concepto introdujeron diferentes tipos e marca que va desde la mas exclusiva a la mas aceptada, de una empresa con tres trabajadores inicialmente (una costurera: la mama, un vendedor: el papa, y la cajera: la unica empleada) inicio Mitchells que hoy en día es una tendencia que ha adquirido a mas de una empresa que se dedica al mismo modelo de negocio.

Las ideas que han funcionado para Mitchells es la de ir ofreciendo lo que la competencia no ofrece, del pequeño local en los suburbios de un pequeño estado en norteamérica hoy estan en 8 diferentes estados con un mismo modelo de negocio, ofrecer al cliente la "experiencia Mitchells | Richards".

¿Qué es la experiencia Mitchells | Richards?, no es mas que el concepto de manufactura propio que permite escuchar a los clientes, individualizarlos al momento de tratarlos y para eso contratan personal con talento humano, no solo el personal que se encuentra al frente de la empresa (vendedores, compradores, servicio al cliente), sino tambien detrás de la oficina, Mitchells | Richards cree en la capacitacion constante donde a su sastre es llevado a una presentacion de modas en Italia o Francia para que conozca de las nuevas tendencias, los vendedores estrellas no solo ganan dividendos por sus ventas, sino tiempo y respeto, según el libro la persona que entra a laborar a Mitchells | Richards no sale siendo la misma, es imposible gracias a su cultura de "abrazar a clientes".

¿Qué es el cliente?, para muchos de nosotros el cliente es aquel que entra a un local a comprar un producto, requerir un servicio o hacer una pregunta sobre lo que ofrecemos, para Mitchells | Richards un cliente es todo aquel que requiera un servicio, desde el bordado de una insignia en su prenda, hasta quien necesita un armario nuevo lleno de ropa, buscan no diferenciar entre clientes que gastan \$15,000 en una sola prenda o lleguen por un calcetin, para ellos el cliente siempre es y siempre ha sido primero, lo importante es que no por eso pierden sus valores, según lo que lei no es siempre que el cliente tenga la razon y es ahí lo importante de que cada colaborador (en Mitchells | Richards no se llaman empleados) utilice el sentido comun para cumplir con su tarea, este sentido comun resta supervision encasillandola unicamente a las desiciones mas importantes, si el colaborador debe de salir disparado para atender un cliente no le cuestionan sus motivos quitandole

Abrace A Sus Clientes Abrace A Sus Clientes

Jack Mitchell



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Table of Contents Abrace A Sus Clientes Abrace A Sus Clientes

1. Understanding the eBook Abrace A Sus Clientes Abrace A Sus Clientes
 - The Rise of Digital Reading Abrace A Sus Clientes Abrace A Sus Clientes
 - Advantages of eBooks Over Traditional Books
2. Identifying Abrace A Sus Clientes Abrace A Sus Clientes
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Abrace A Sus Clientes Abrace A Sus Clientes
 - User-Friendly Interface
4. Exploring eBook Recommendations from Abrace A Sus Clientes Abrace A Sus Clientes
 - Personalized Recommendations
 - Abrace A Sus Clientes Abrace A Sus Clientes User Reviews and Ratings
 - Abrace A Sus Clientes Abrace A Sus Clientes and Bestseller Lists
5. Accessing Abrace A Sus Clientes Abrace A Sus Clientes Free and Paid eBooks
 - Abrace A Sus Clientes Abrace A Sus Clientes Public Domain eBooks
 - Abrace A Sus Clientes Abrace A Sus Clientes eBook Subscription Services
 - Abrace A Sus Clientes Abrace A Sus Clientes Budget-Friendly Options
6. Navigating Abrace A Sus Clientes Abrace A Sus Clientes eBook Formats

- ePub, PDF, MOBI, and More
- Abrace A Sus Clientes Abrace A Sus Clientes Compatibility with Devices
- Abrace A Sus Clientes Abrace A Sus Clientes Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Abrace A Sus Clientes Abrace A Sus Clientes
 - Highlighting and Note-Taking Abrace A Sus Clientes Abrace A Sus Clientes
 - Interactive Elements Abrace A Sus Clientes Abrace A Sus Clientes
- 8. Staying Engaged with Abrace A Sus Clientes Abrace A Sus Clientes
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Abrace A Sus Clientes Abrace A Sus Clientes
- 9. Balancing eBooks and Physical Books Abrace A Sus Clientes Abrace A Sus Clientes
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Abrace A Sus Clientes Abrace A Sus Clientes
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Abrace A Sus Clientes Abrace A Sus Clientes
 - Setting Reading Goals Abrace A Sus Clientes Abrace A Sus Clientes
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Abrace A Sus Clientes Abrace A Sus Clientes
 - Fact-Checking eBook Content of Abrace A Sus Clientes Abrace A Sus Clientes
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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