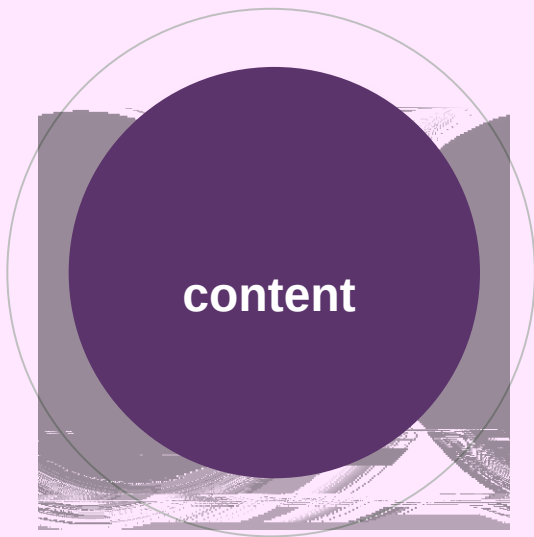








01
part

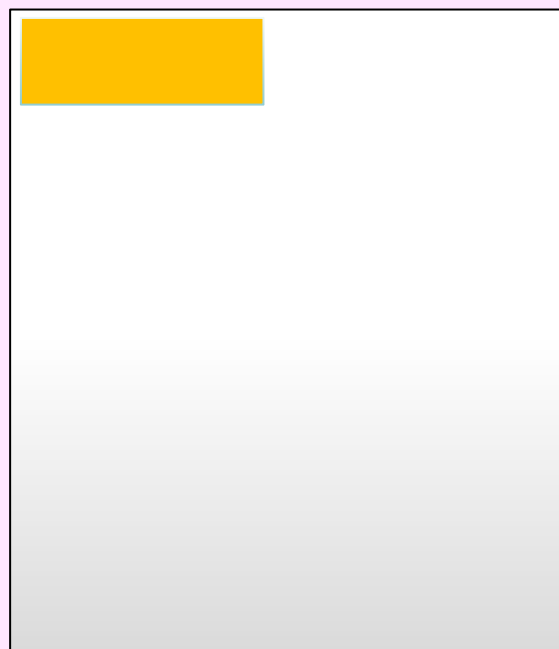
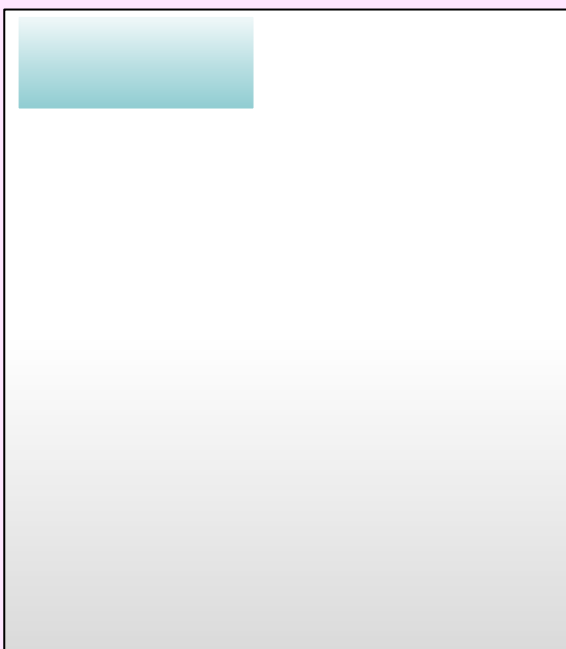


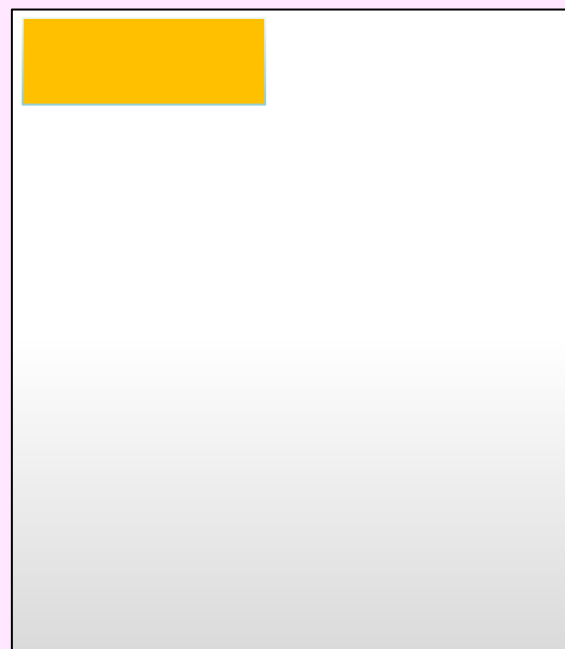
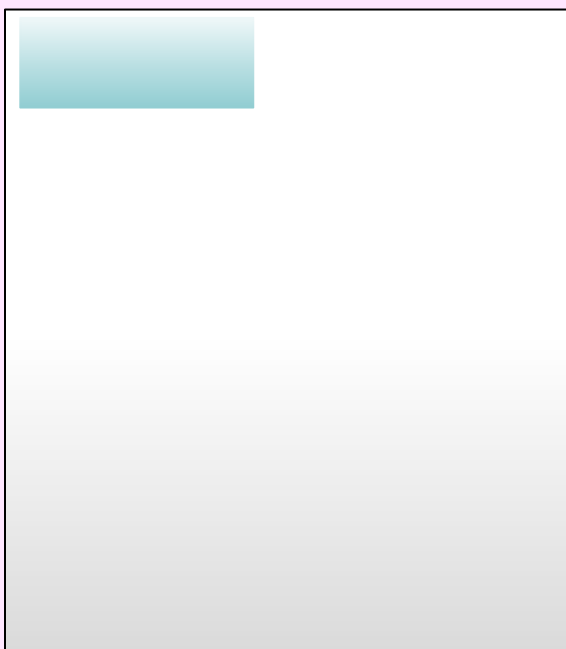
“

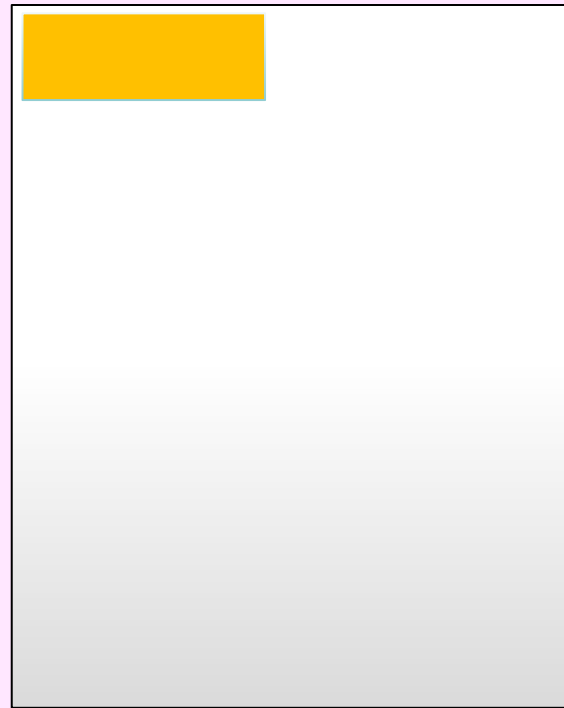
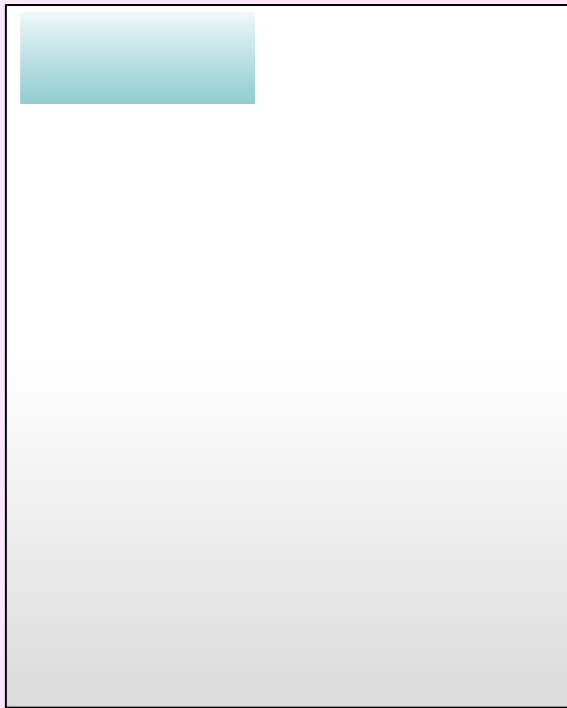
”

——

02
part

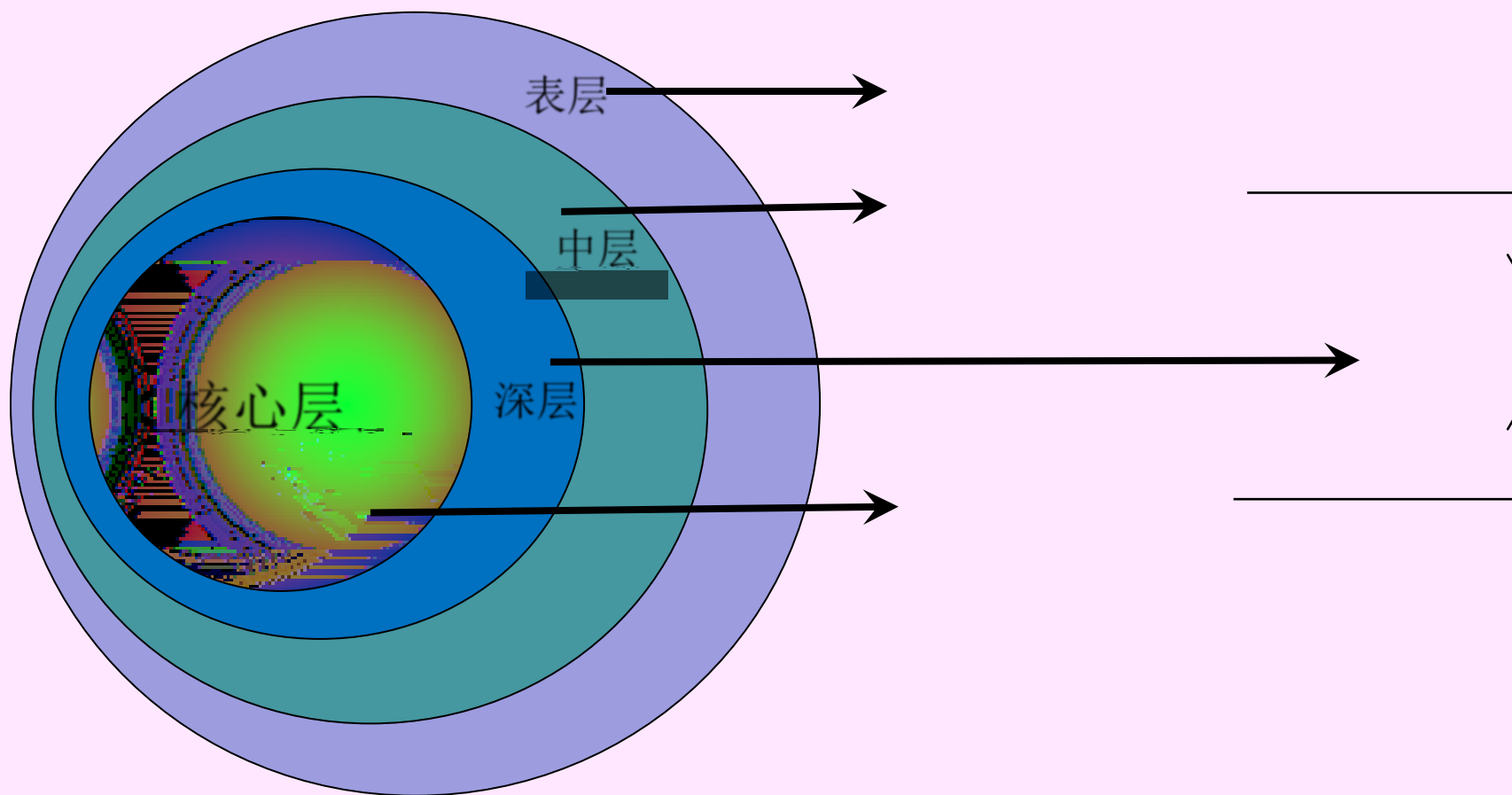


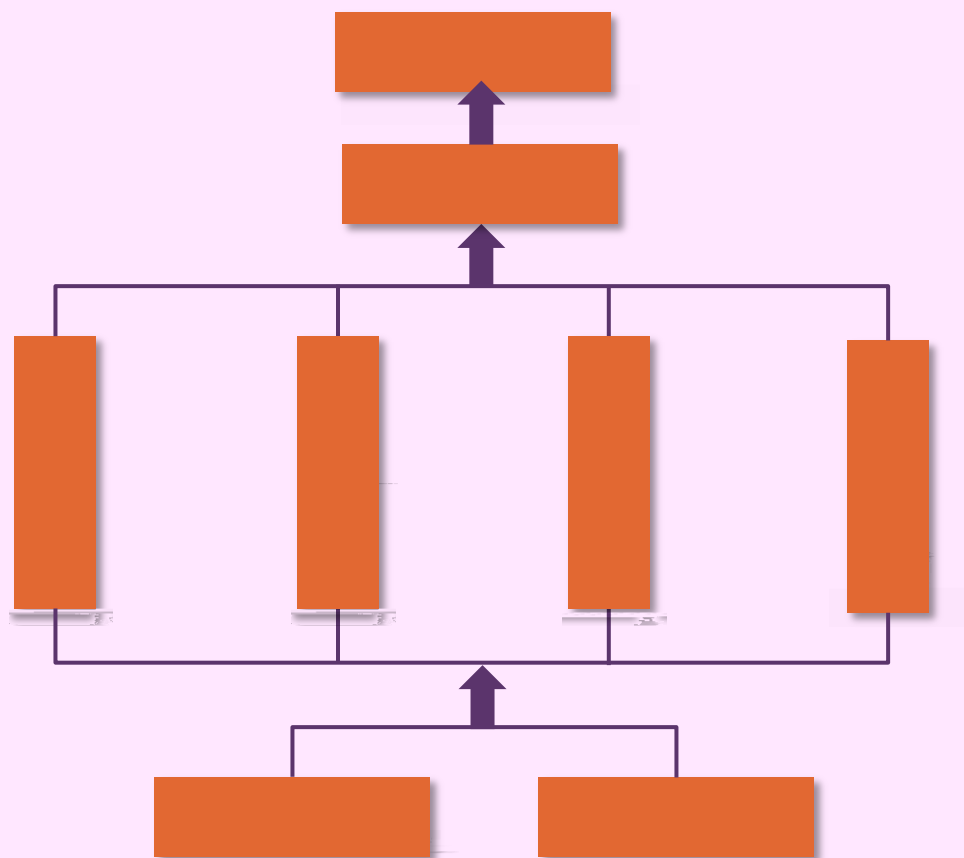






03
part

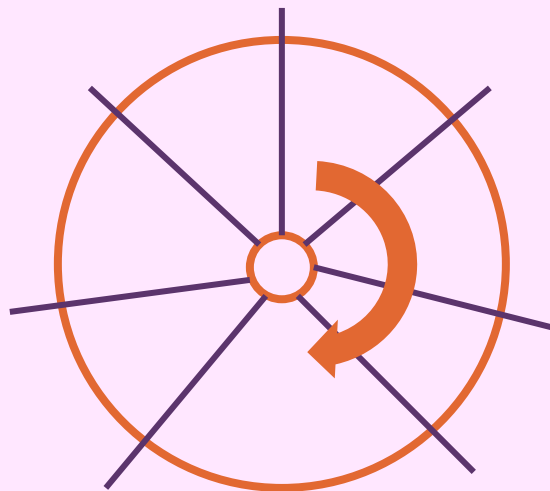




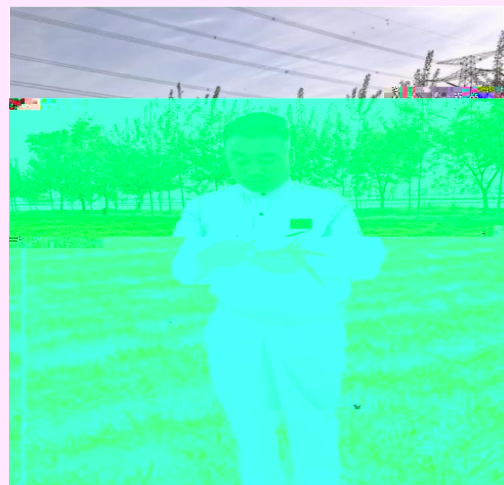
--



--



“ ”



1

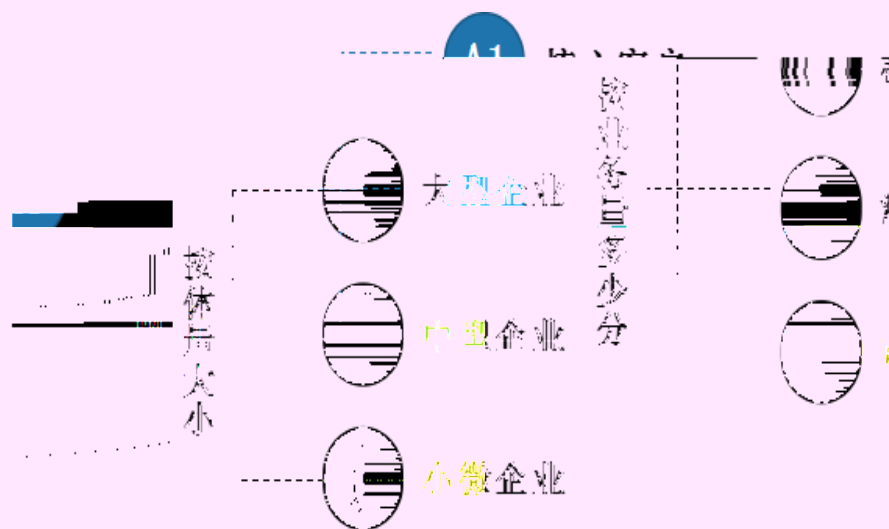
“ ”



顶级客户

潜力客户

可挖掘客户



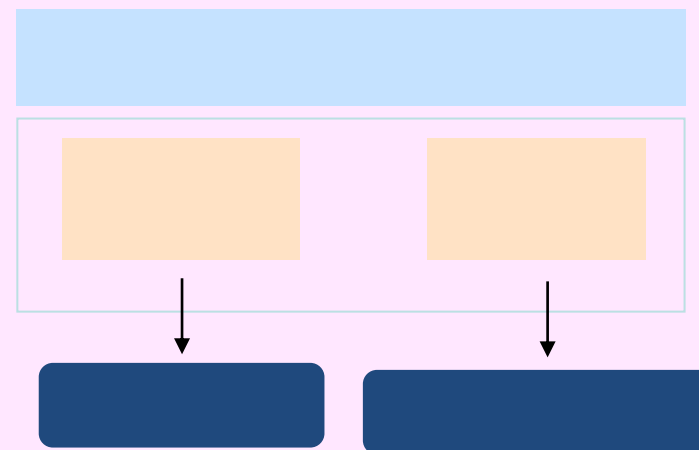
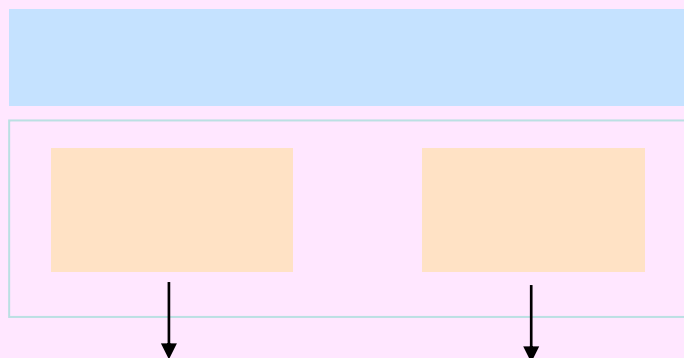
分123，可灵活运用

【注】也可以按业务量分ABC，按体量分123

1

+ + +







2

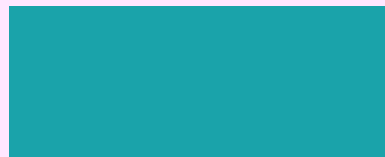
01



03



05



02



04

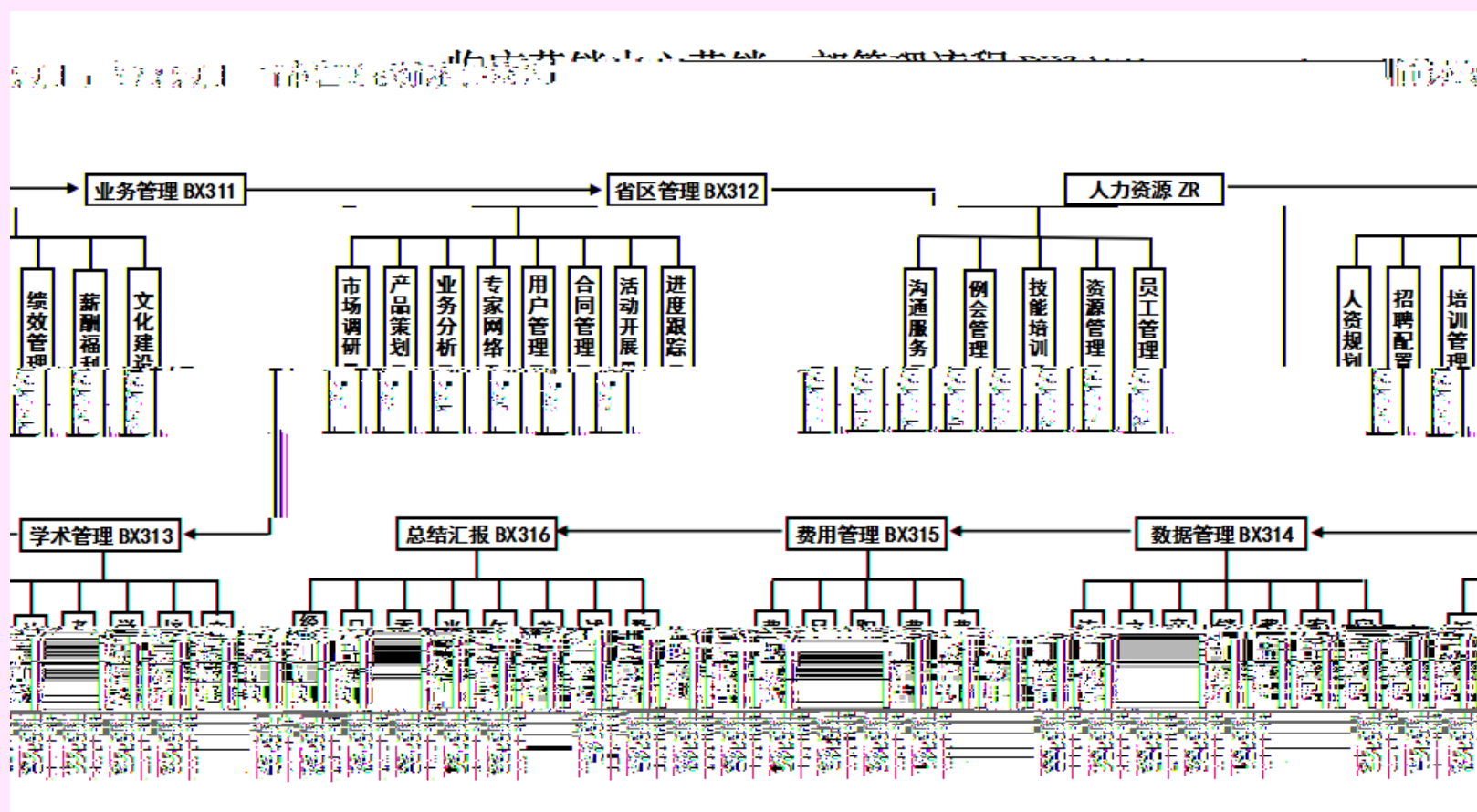


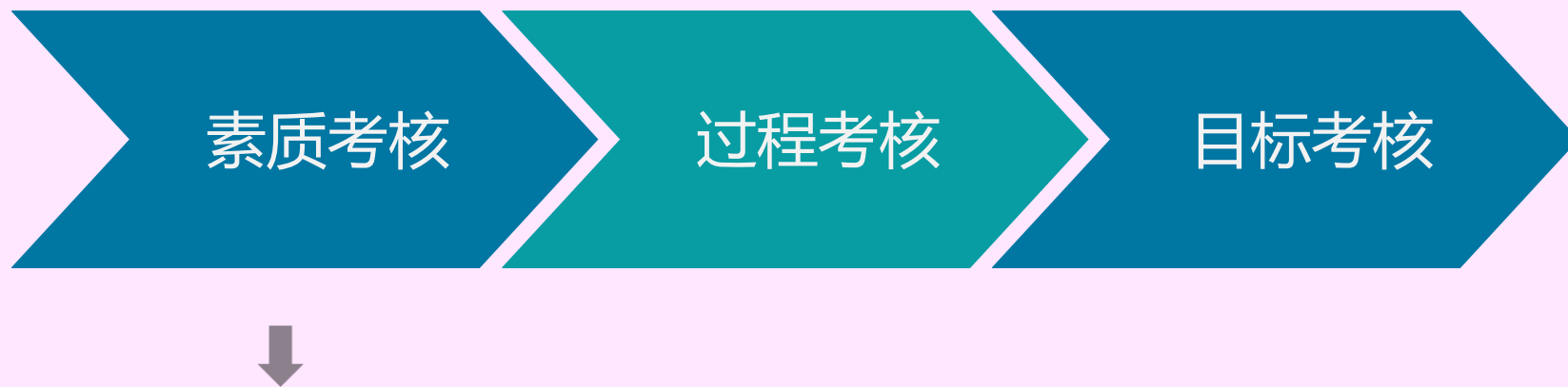
06



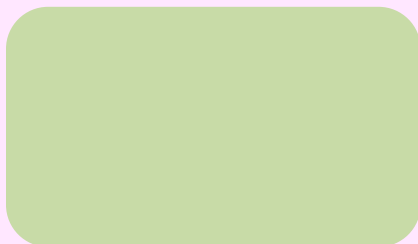
3

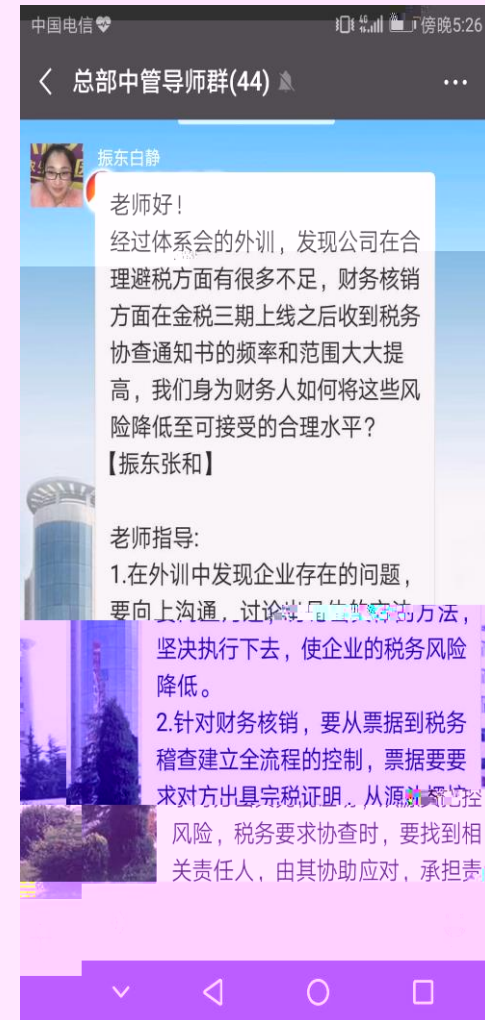
3



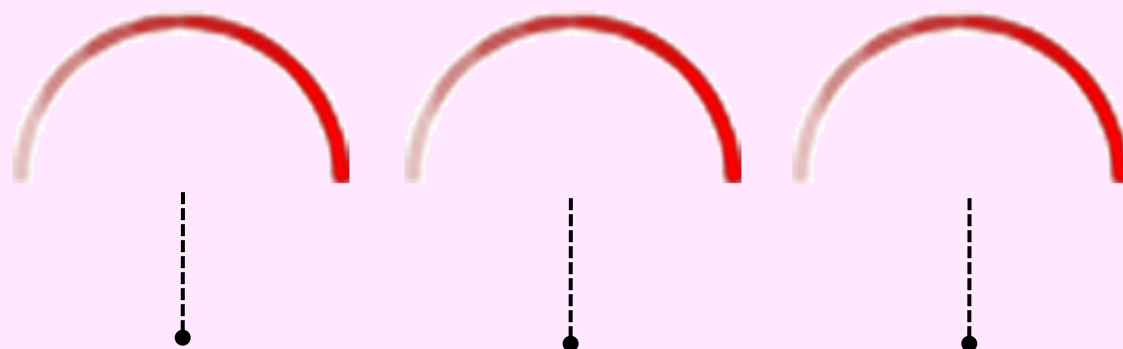
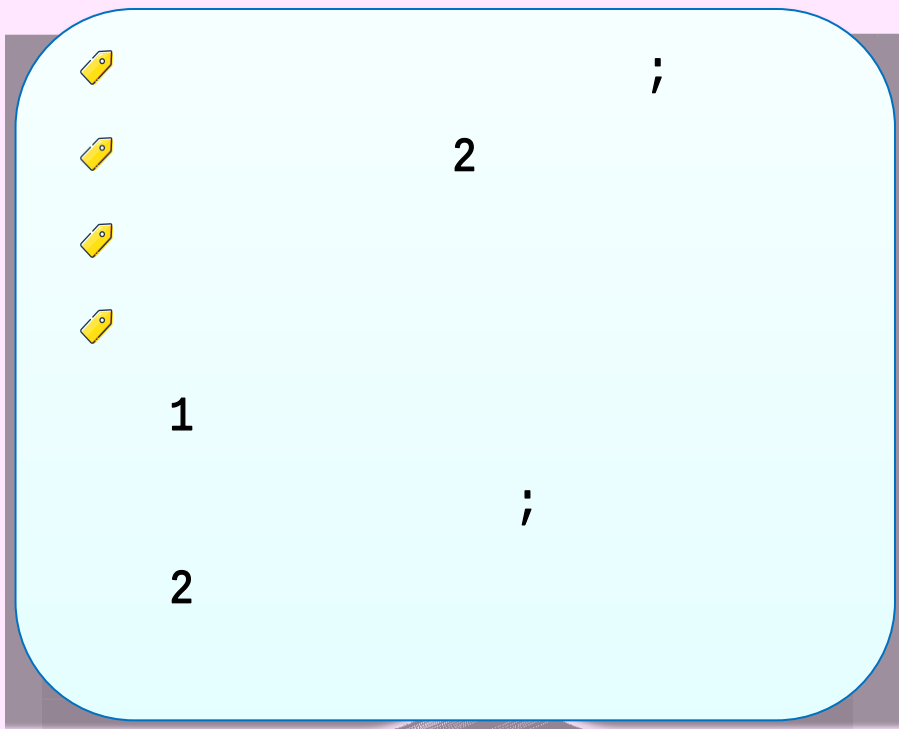


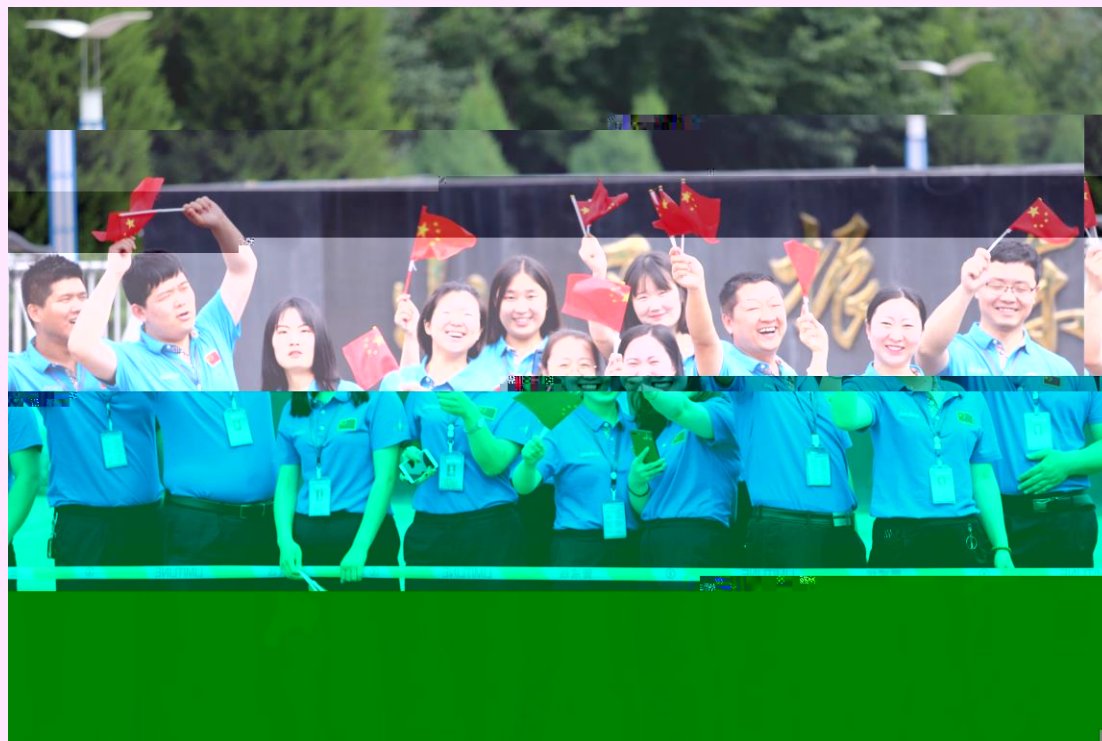
6

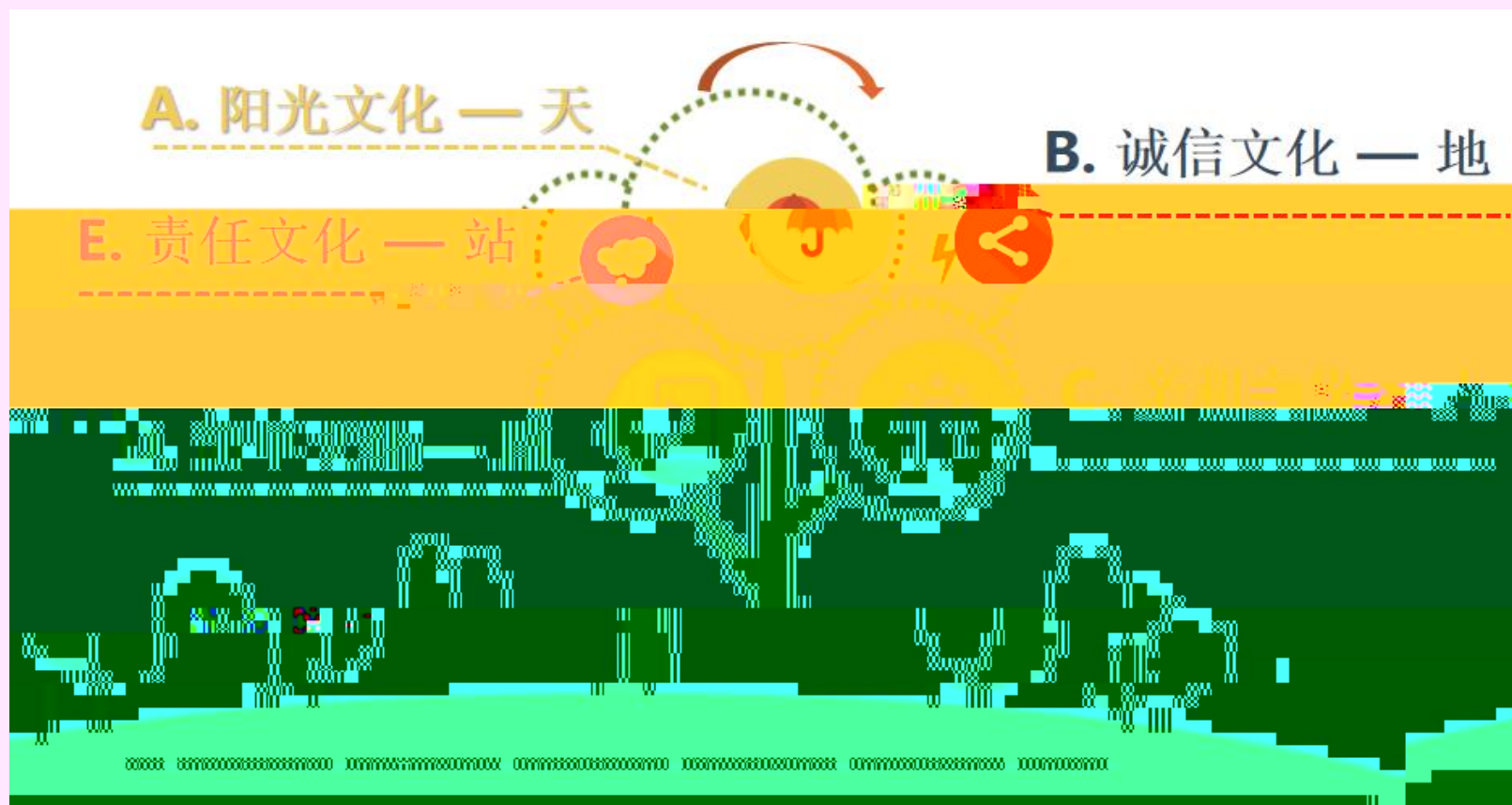




6









“

”

26



“ ”

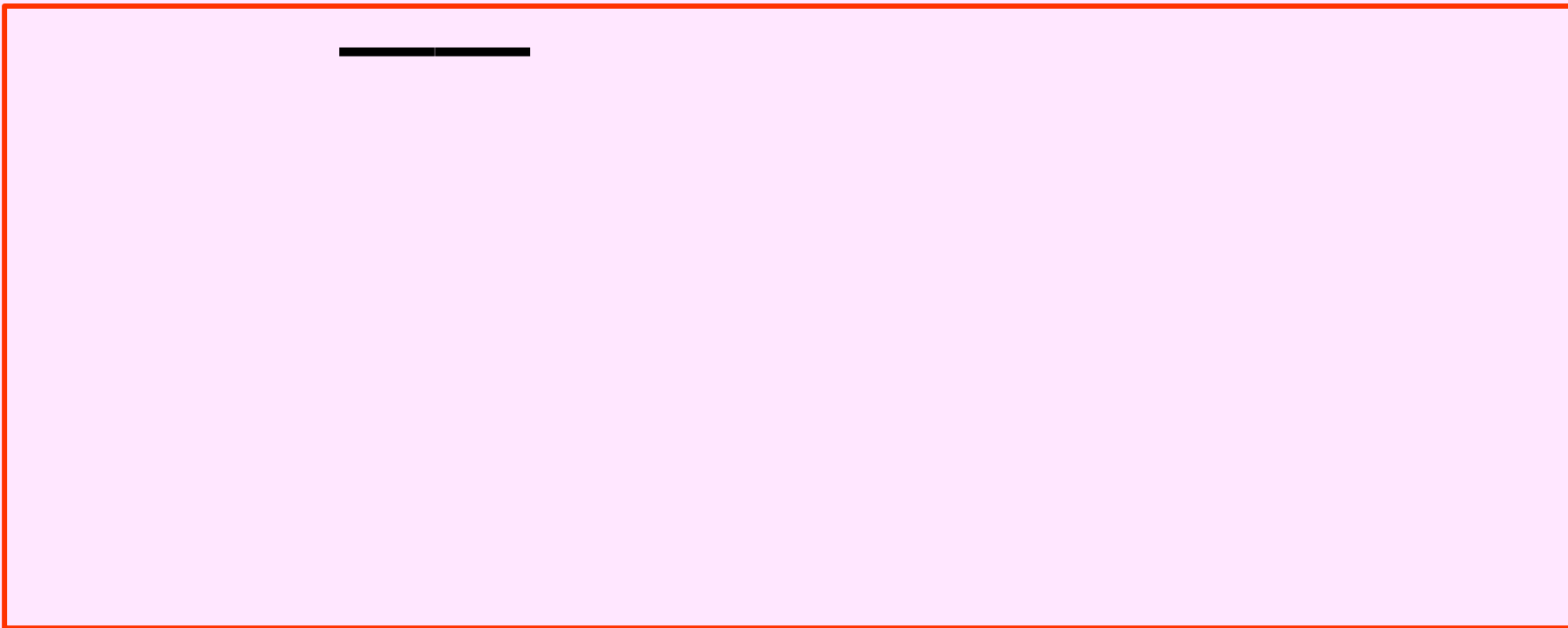
24

2006 5

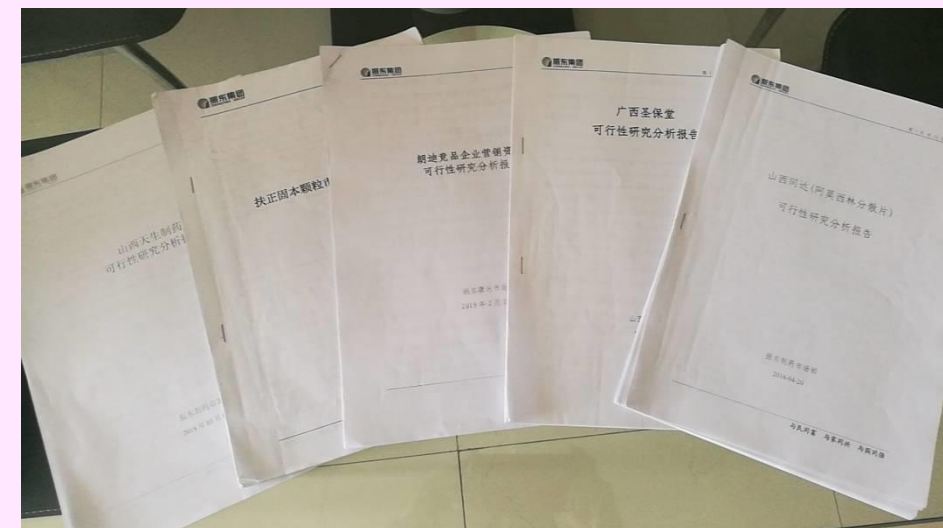
7000

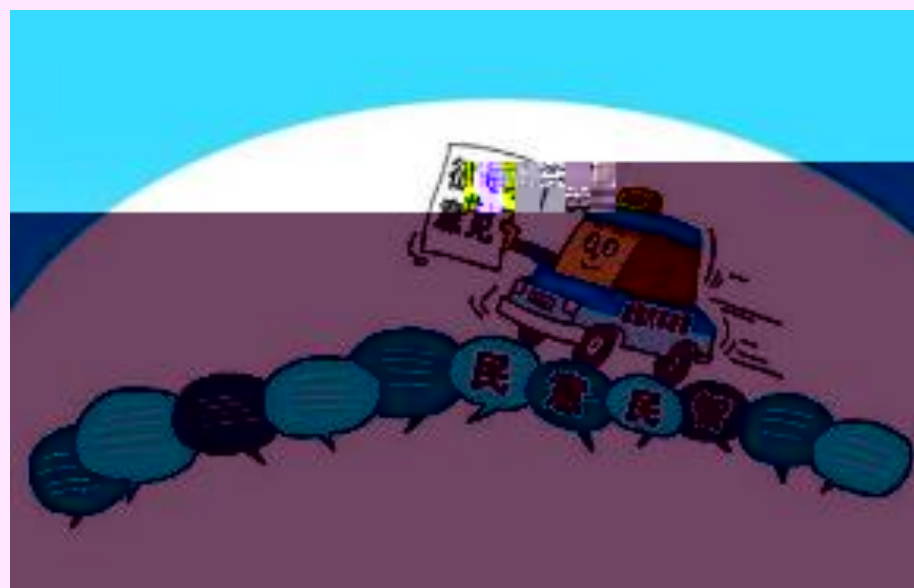
“

”



04
part





1. _____

2. _____

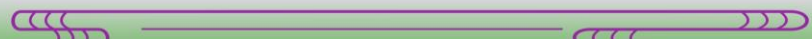
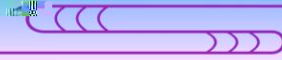
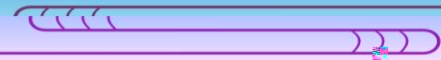
3. _____

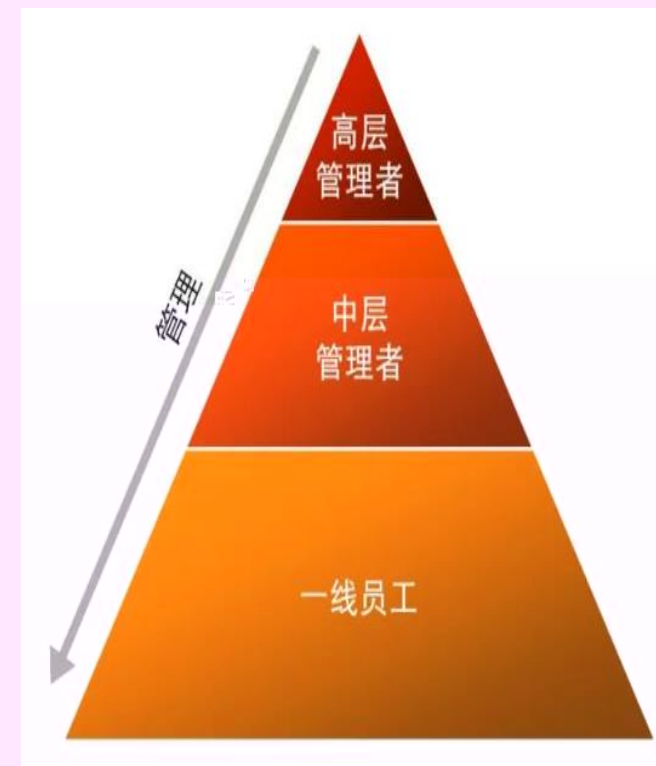
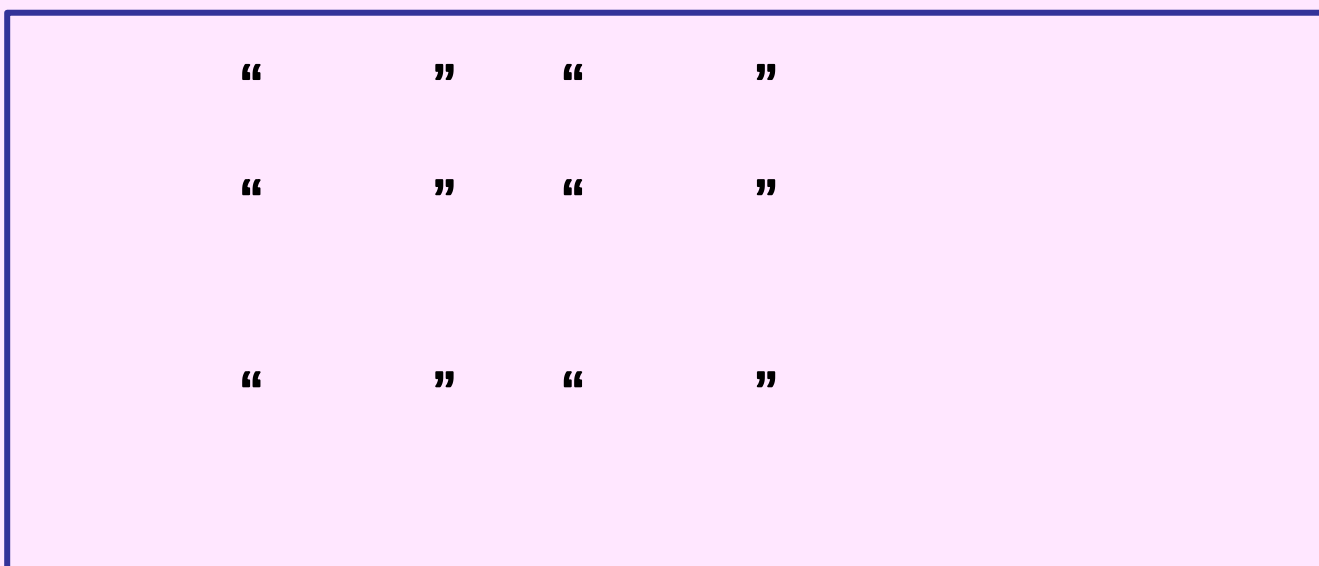
4. _____

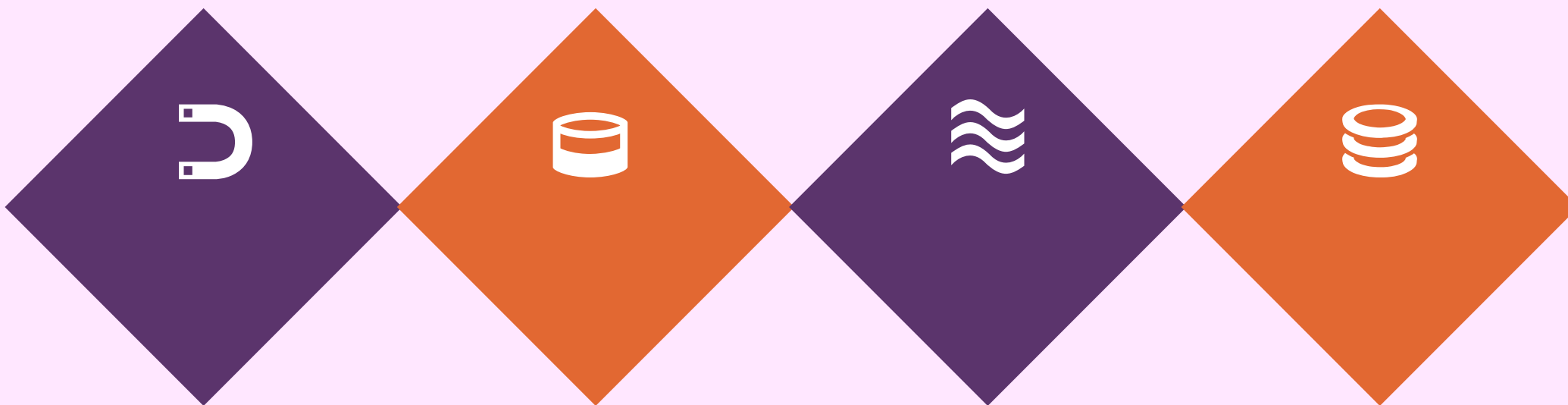
5. _____



—





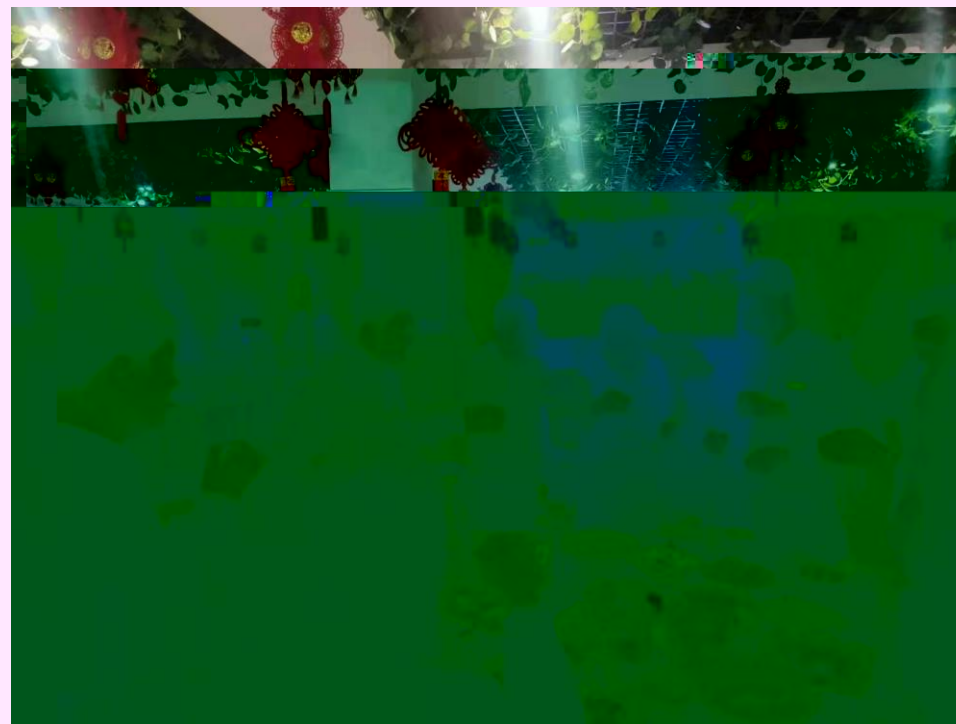




1



1



, , , ,

2

—



2



3



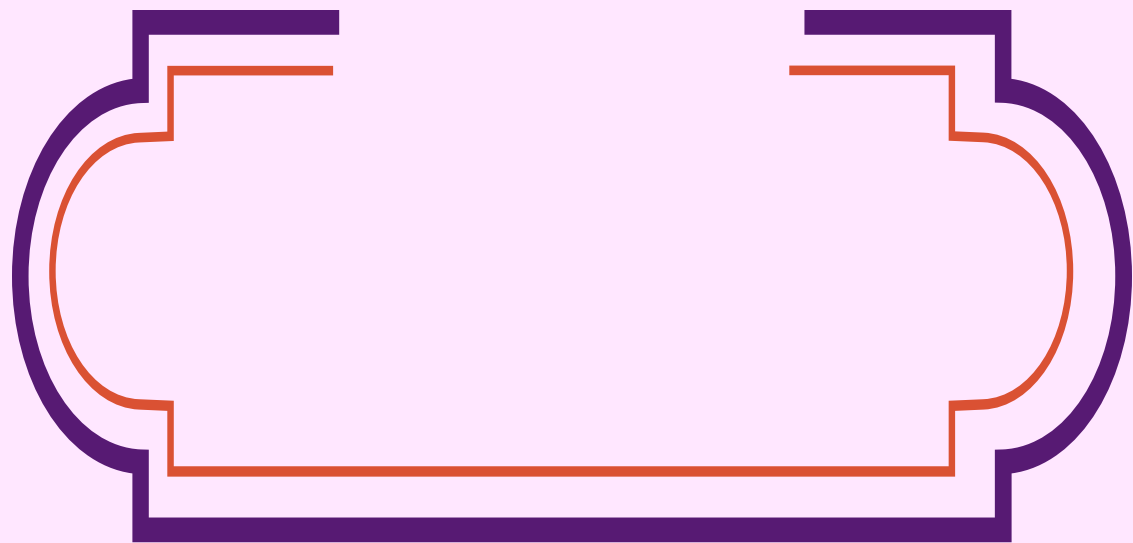
3



4



4

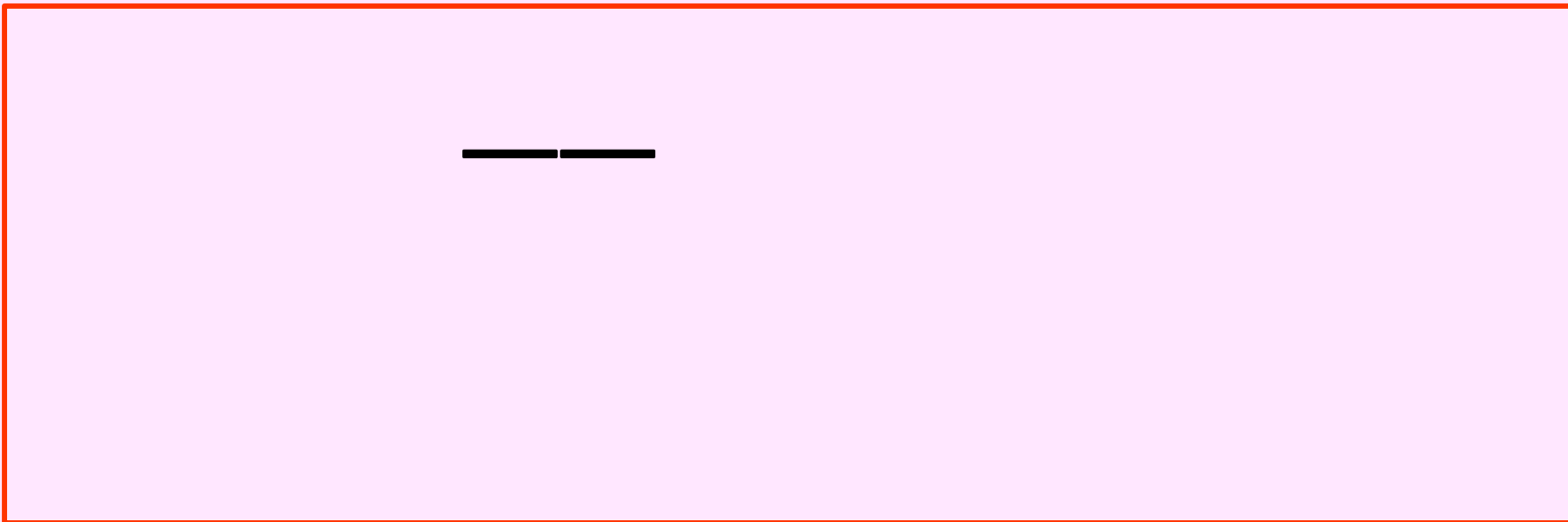


5



5





05
part

A

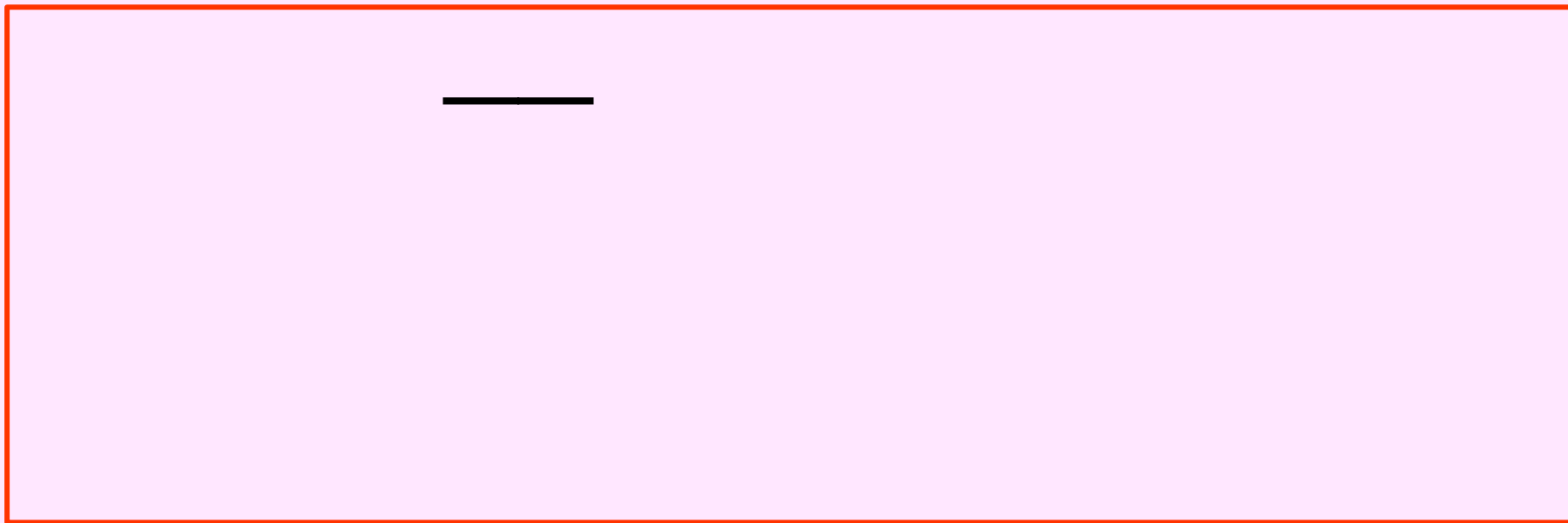
B

C

D

E







企业家爱国 就是做好产品

为中国人设计 让中国人健康

我是这样想的，也是这样做的