VERTRIEBSSTRATEGIE BAUEN



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| --- | --- | --- |
| **A****(digital / analog)** | **B****(Hook)** | **C****(Nachfassen)** |
| [ ]  Brief | [ ]  Gruppe | [ ]  E-Mail |
| [ ]  Postkarte | [ ]  Event | [ ]  Telefon |
| [ ]  Messe | [ ]  Leadmagnet | [ ]  Brief |
| [ ]  Haustür | [ ]  Buch | [ ]  Messenger |
| [ ]  Mail | [ ]  Wertversprechen |  |
| [ ]  Anruf |  |  |
| [ ]  Ad |  |  |
| [ ]  Messenger |  |  |
| [ ]  SoMe Post |  |  |