

**LA MAGIA DE LAS VENTAS Y LAS EMOCIONES, DETRÁS DEL MUNDO DISNEY. (130 LECCIONES, 10 HORAS EN VIDEO)**

**MÓDULO 1: LAS VENTAS EMOCIONALES.**

**(31 lecciones, 163 minutos)**

* 1. [Apertura (02m 58s)](https://drive.google.com/file/d/1foeKrjzcRvaeY96DsV7S3pYHW58YOtyo/view?usp=sharing)
  2. [Ventas y Emociones (06m 18s)](https://drive.google.com/file/d/1i1p14m6XdrmVT97YHqiZk3T80S4N0sJ9/view?usp=sharing)
  3. [¿Qué son las Ventas? (03m 26s)](https://drive.google.com/file/d/1xvjhNnlsJfTqcZwhHHEFP2DnWge8KDNz/view?usp=sharing)
  4. [La Venta del Taladro (09m 00s)](https://drive.google.com/file/d/1Sl85766-a6_eIyIm6_hMsNtvNZv4LIxD/view?usp=sharing)
  5. [Felices los 3 (09m 29s)](https://drive.google.com/file/d/1xS_93hb-7qAzRCEr72tylqXW7lA2AOpi/view?usp=sharing)
  6. [Las Ventas Emocionales (05m 32s)](https://drive.google.com/file/d/1Cz0SFcG2H9IAgzd5l5K4nyxNf99ywL-A/view?usp=sharing)
  7. [Las Ventas y el Amor (06m 25s)](https://drive.google.com/file/d/1IuiRjtr0na21Ef03QuVvSapPA9VlrFSQ/view?usp=sharing)
  8. [Emociones a Desarrollar por el Vendedor (03m 53s)](https://drive.google.com/file/d/1CN0SY8FwYAWcUqN5gIojAMOdvfHlwtR1/view?usp=sharing)
  9. [Optimismo (06m 05s)](https://drive.google.com/file/d/1SjUTzsYa21b6T1zpEEozvoHfsNxBsg4z/view?usp=sharing)
  10. [Alegría (04m 35s)](https://drive.google.com/file/d/1-NzdTTfpyVdRuR9kIwozaYh64vaj15QW/view?usp=sharing)
  11. [Entusiasmo (04m 05s)](https://drive.google.com/file/d/1mKUo7QIVLiVSKBRJcbUP_AhRrJ82pnEg/view?usp=sharing)
  12. [Pasión (04m 33s)](https://drive.google.com/file/d/1PYzU1rjliS3UoFG1OA8M7lfI1Yldpmnj/view?usp=sharing)
  13. [Amor (02m 33s)](https://drive.google.com/file/d/1HLMcuMmVIgnAkb56T-XdLKmvVyFylDqR/view?usp=sharing)
  14. [Vender con Emociones (02m 41s)](https://drive.google.com/file/d/1C8Ox3HLWxDvCl3baKLCjj_g0CVvOAehC/view?usp=sharing)
  15. [Fomenta Confianza y Amistad (05m 12s)](https://drive.google.com/file/d/1RxQHWEY1LtNhvWgh0B6sYU79GdZtGvLP/view?usp=sharing)
  16. [Aprende a Escuchar (05m 18s)](https://drive.google.com/file/d/1W3qUiY7YsMphgY3iEJ84RjrN0doQ5LoJ/view?usp=sharing)
  17. [El Producto y tu Imagen (06m 09s)](https://drive.google.com/file/d/1jNk_FH8XwWzvn-ZJC-tRj_XNdHJEVeGE/view?usp=sharing)
  18. [Historias y Anécdotas (03m 23s)](https://drive.google.com/file/d/1_ZAmVWllat_YvMkdrs4Sp4ecRe4AZJsN/view?usp=sharing)
  19. [Calidez y Energía (03m 25s)](https://drive.google.com/file/d/1NqMv-HKMD2yOaVMJF2QULAZulvnxuXlS/view?usp=sharing)
  20. [Disney y las Emociones (03m 26s)](https://drive.google.com/file/d/16EiOu7U4uQzNlPrcXKTS6rHgObuLjTfJ/view?usp=sharing)
  21. [Slogan y Emociones Disney (04m 36s)](https://drive.google.com/file/d/1gYKm9l0NgDUhRm2ls2yhMLbnDIj2uJcM/view?usp=sharing)
  22. [Crear Emociones para Vender (02m 19s)](https://drive.google.com/file/d/1WwiD7FftT7p2AfGLAUeBdSl-HtCv-kbL/view?usp=sharing)
  23. [Crear Felicidad (04m 22s)](https://drive.google.com/file/d/1k-Ydm_ovzNaccqIBVz8HlIdTMzePtbA7/view?usp=sharing)
  24. [Crear Tristeza (03m 22s)](https://drive.google.com/file/d/1jjTOwXe8MKQnFuJEaHi5HEO1UtcCQmWX/view?usp=sharing)
  25. [Crear Miedo o Sorpresa (03m 30s)](https://drive.google.com/file/d/1wqqOn2pwWu1W2tCG1gh3jE_4F7qA537p/view?usp=sharing)
  26. [Crear Pertenencia (03m 39s)](https://drive.google.com/file/d/1M4uGFN5ESnt06SEuvxKsTvo3dhQJYSeP/view?usp=sharing)
  27. [Disney: Emociones Negativas en Positivas (05m 33s)](https://drive.google.com/file/d/1HiK8W6kZ-uIMHwIEWCqryo5bBv1qIMme/view?usp=sharing)
  28. [Los Beneficios (07m 49s)](https://drive.google.com/file/d/18EBIiOUdEe6jVtZr0jxl__SrWErT2UXe/view?usp=sharing)
  29. [Beneficios de un Producto (05m 02s)](https://drive.google.com/file/d/1c0kDCCjSlmBEpxhibUdGP248lL-tl91b/view?usp=sharing)
  30. [Errores al Hablar de un Beneficio (05m 34s)](https://drive.google.com/file/d/1wNyin4J-lYBtDXE58l8gwxf9UuuJMXam/view?usp=sharing)
  31. Din[ámica: Producto – Beneficio - Emoción (04m 19s)](https://drive.google.com/file/d/1ZcFKD5YHa8lCntvVdcaUrFz3CYpQPg2k/view?usp=sharing)

**MÓDULO 2: CONOCER MI PRODUCTO O SERVICIO.**

**(17 lecciones, 81 minutos)**

* 1. [Apertura (02m 34s)](https://drive.google.com/file/d/11gia0r-_wKXACkZB9r6YMpb9777EMZ5n/view?usp=sharing)
  2. [Lo Primero (06m 09s)](https://drive.google.com/file/d/1mf9bXSTNXTb0TfSbI9_3A_-Cq0ShcSaM/view?usp=sharing)
  3. [Normas de Presentación (05m 27s)](https://drive.google.com/file/d/1rry6sN8sRR5MrGzXabg9BSOPux9RJQxV/view?usp=sharing)
  4. [La Lavadora (04m 56s)](https://drive.google.com/file/d/1R2-grbmbwFWD6f9XHF_o9z_CRt-tsK_G/view?usp=sharing)
  5. ¿[Conozco mi Producto o Servicio? (04m 19s)](https://drive.google.com/file/d/1i1LpqL2JZcpiBs9OUyxRr0Z4nm7RVP4o/view?usp=sharing)
  6. [La Gorra (06m 35s)](https://drive.google.com/file/d/10BJQv7HollALiHIryJ09tpAUnY9KqJQI/view?usp=sharing)
  7. [Dinámica: Nuestro Stand de Ventas (09m 22s)](https://drive.google.com/file/d/1o-17SmNlLvaslP1vctv_l3gdOgVIX-l8/view?usp=sharing)
  8. [Prospección (05m 20s)](https://drive.google.com/file/d/1lZPIbTrh1--0gbFRFG7YJo6eo8cEp3jU/view?usp=sharing)
  9. [Paso a Paso en la Prospección (05m 46s)](https://drive.google.com/file/d/1QjKx8xbSH3FLdZ-vsAqE5lVwjdpRy_OS/view?usp=sharing)
  10. [Definición de Prospectos (04m 28s)](https://drive.google.com/file/d/1h-FeorcbdPNQTtnxLCZlD_drAWWV4ULA/view?usp=sharing)
  11. [Búsqueda de Clientes Potenciales (02m 18s)](https://drive.google.com/file/d/161OqCBaWdfuDUdgOWKou6XQC3x8eXGCW/view?usp=sharing)
  12. [Calificar Prospectos (05m 25s)](https://drive.google.com/file/d/1TSAv4TPnThw0uv_OoWKv_GJv1GXFycqk/view?usp=sharing)
  13. [Relacionar Productos con Prospectos (04m 52s)](https://drive.google.com/file/d/1jlqrEeSclyQ3S9hq-OjBYbUgXhjaV9Az/view?usp=sharing)
  14. [Herramientas para Prospectar (03m 26s)](https://drive.google.com/file/d/1_nbPZw6D3E0TxNFqvTosO7_Iy8KtWwLJ/view?usp=sharing)
  15. [Huespedología (03m 20s)](https://drive.google.com/file/d/1LMX1HHxs1O9qXj9UVjTQBxH7tKkn7Wp-/view?usp=sharing)
  16. [Huespedología: ¿Qué mide? (04m 20s)](https://drive.google.com/file/d/1LzUSEEzUMpYOYr5EX0_6GMNqQlGojOjc/view?usp=sharing)
  17. [Supersaludadores (03m 31s)](https://drive.google.com/file/d/1dVRh_4rYV30auQDHJUOGScSGbpYdkcws/view?usp=sharing)

**MÓDULO 3: EL CONTACTO.**

**(33 lecciones, 149 minutos)**

* 1. [Apertura (02m 50s)](https://drive.google.com/file/d/1EDghrjsQGUvbwZLNugJVSjBQ_ICU1o1A/view?usp=sharing)
  2. [El Contacto: Antes (08m 44s)](https://drive.google.com/file/d/1BgEcCom3NqN8Qu6KL4wI_XAgY3rGeNsP/view?usp=sharing)
  3. [El Contacto: Durante (08m 48s)](https://drive.google.com/file/d/1xP594rO1XMhmlvNoWe4b2GJvzUkEtMmF/view?usp=sharing)
  4. [Necesidades del Cliente (05m 19s)](https://drive.google.com/file/d/11b1jmm85GbqXpl9HTNBHG4DK6k6AcuqD/view?usp=sharing)
  5. [Tipos de Necesidades (05m 41s)](https://drive.google.com/file/d/1h8CrfERfPLSyGR5-sqnNWt9khMon_4hS/view?usp=sharing)
  6. [Necesidades Vs. Expectativas (04m 09s)](https://drive.google.com/file/d/1zTSmEDfk-CCp4Jd38fev0VFvvGqPy87C/view?usp=sharing)
  7. [Expectativas del Cliente (01m 37s)](https://drive.google.com/file/d/17lrdZYnCsF5hFgs5ET-KK-AQT7lgi9dW/view?usp=sharing)
  8. [Bienvenido (03m 35s)](https://drive.google.com/file/d/10PVlqzHrRPAFS7ZnPGN8G_K5ahuI2i3S/view?usp=sharing)
  9. [Atendido con Rapidez (03m 08s)](https://drive.google.com/file/d/1amZ96mAOOpyefUnDrwzNbRi6V9hWzHHE/view?usp=sharing)
  10. [Sentirse Cómodo (03m 26s)](https://drive.google.com/file/d/1G2VwPcBPhhNGs3aWhcFNpgUb_3oQ1PJI/view?usp=sharing)
  11. [Orden (03m 22s)](https://drive.google.com/file/d/1EeStfcdNHAUUf55qnY-ORyQZFLALl5pE/view?usp=sharing)
  12. [Ser Comprendido (03m 11s)](https://drive.google.com/file/d/1EVvPhLMctH6dlAUDtnQqKNpoIH2DThjr/view?usp=sharing)
  13. [Asesoramiento (04m 21s)](https://drive.google.com/file/d/1G4NA5oknwMfemTtmoDOh3K4u3G8rabgK/view?usp=sharing)
  14. [Sentirse Importante (03m 16s)](https://drive.google.com/file/d/1X2a6tY9qKsSPhhyVZzfDZabUeafWowsw/view?usp=sharing)
  15. [Sentirse Apreciado (02m 31s)](https://drive.google.com/file/d/1IbfhI9lDHUngkJz4yoH2suh3aJPiMwEF/view?usp=sharing)
  16. [Ser Reconocido (03m 11s)](https://drive.google.com/file/d/1U4qqFx_x7z7gxA3ceVfFjn4VDCBB5QEG/view?usp=sharing)
  17. [Ser Respetado (02m 51s)](https://drive.google.com/file/d/1XfAkEntcINfhpPXtucIA7tHSPRDExpk9/view?usp=sharing)
  18. [PNL en las Ventas (04m 09s)](https://drive.google.com/file/d/1WUkXUp3QOPGWj-G3oed8O_EGttxqHzsS/view?usp=sharing)
  19. [Clientes Visuales (09m 04s)](https://drive.google.com/file/d/1oli_6qLYZOUBwXhQMOJZHtNLGMvRGdqc/view?usp=sharing)
  20. [Clientes Auditivos (07m 04s)](https://drive.google.com/file/d/1zci_bqWZ3vbDEtaAhulLAa0ijQaIE-UH/view?usp=sharing)
  21. [Clientes Sensoriales (06m 33s)](https://drive.google.com/file/d/1EEp53Hhjr0od-SaDvym0MoJKWMly6fSo/view?usp=sharing)
  22. [Dinámica: La Casa en Venta (4m 14s)](https://drive.google.com/file/d/1bn0qimhmErXNdBMR-s7dM4xMqwoJsdL_/view?usp=sharing)
  23. [Vendedor con PNL y sin PNL (03m 40s)](https://drive.google.com/file/d/1s86Fjp4nm_yUxjuO-4Wsc9c8zv_eBZvI/view?usp=sharing)
  24. [Factor WOW en las Ventas (01m 46s)](https://drive.google.com/file/d/1ZjnHPK5W5OHOruq2mApObYXHgDWJuQYv/view?usp=sharing)
  25. [¿Cómo crear el Factor WOW en las Ventas? (04m 23s)](https://drive.google.com/file/d/10WtD551Z_m15zb78M-By9kuope9thzei/view?usp=sharing)
  26. [Cuida la Imagen de Tu Marca (04m 04s)](https://drive.google.com/file/d/1iKrH2VX1CWzL3dYb-duPs1o58mThffvU/view?usp=sharing)
  27. [Cuida la Entrega – la Presentación (04m 29s)](https://drive.google.com/file/d/1BnRNWm5xOdNvPi_nj24u0w7QLp78BraL/view?usp=sharing)
  28. [Facilita la Vida (02m 55s)](https://drive.google.com/file/d/119uwyiMberl7LqoufMyif-5CInjIbKOe/view?usp=sharing)
  29. [No pienses solo en el Jefe (02m 19s)](https://drive.google.com/file/d/1ejjA4ZOw1LO5txijYh-0rVMCucykG2Yb/view?usp=sharing)
  30. [Servicio al Cliente (05m 03s)](https://drive.google.com/file/d/1MQq2Q145z5CHqU0RRRfLdLJSN3YfjLVg/view?usp=sharing)
  31. [Los Detalles (04m 56s)](https://drive.google.com/file/d/1oJNFvIWWzFdMmusNUT5f0zrf--_k3etb/view?usp=sharing)
  32. [La Presentación del Producto o Servicio (07m 57s)](https://drive.google.com/file/d/13uxqj-3RXbcmhuwblYoQXcvRXCxkPjlY/view?usp=sharing)
  33. [Cross Selling y Up Selling (09m 36s)](https://drive.google.com/file/d/1mGPPa3D03ibUlXSifzm1YnowfYJYtSLz/view?usp=sharing)

**MÓDULO 4: OBJECIONES.**

**(23 lecciones, 84 minutos)**

* 1. [Apertura (02m 42s)](https://drive.google.com/file/d/1t1sAIAE_mHu-awJzhDjXkzAG2hr8DPqf/view?usp=sharing)
  2. [Tipos de Objeciones (04m 51s)](https://drive.google.com/file/d/1EUKd7es82gqMqsn117Y7xUEtZ8AI0KiX/view?usp=sharing)
  3. [Objeciones por Falta de Claridad (06m 52s)](https://drive.google.com/file/d/1x1bWtNnEwANiv9MEBpHos9Vp5Q6m7Cn8/view?usp=sharing)
  4. [Objeciones por Falta de Confianza (06m 23s)](https://drive.google.com/file/d/1gTjzAKxZaYYasvex4W4_urJ2qhi_FxeX/view?usp=sharing)
  5. [El Vendedor de Pasto (04m 47s)](https://drive.google.com/file/d/18IEt24MErwTvsM5Tr9f1kJGG_qr-ZNvI/view?usp=sharing)
  6. [Objeciones sin Razón Aparente (04m 27s)](https://drive.google.com/file/d/1MFE_o3uHqs8whtdj885gS4GKAtXhNdu9/view?usp=sharing)
  7. [Objeciones más Comunes (03m 08s)](https://drive.google.com/file/d/11Ew1a4rXA4KSs66T893lx3Ixb7qpsism/view?usp=sharing)
  8. [El Precio es muy Alto (06m 36s)](https://drive.google.com/file/d/1cIPMzbdFBNBNInL5gpE0fjWnG5ff8Fl8/view?usp=sharing)
  9. [Presentar el Precio (03m 09s)](https://drive.google.com/file/d/14KMpM2nDvIRvL4Q4UWklAdVvfaO2wcpK/view?usp=sharing)
  10. [Producto de Precio Elevado (02m 34s)](https://drive.google.com/file/d/1NTZvWMHYqxdK9uD4VGy_RMVlcYYZvbxe/view?usp=sharing)
  11. [Estratagemas del Comprador (03m 05s)](https://drive.google.com/file/d/1yqXvxH723uAK4JEP1jXFJ3UkJirLoV_7/view?usp=sharing)
  12. [Estoy muy Ocupado (02m 35s)](https://drive.google.com/file/d/12vcUCsp0hdlCiyFu_tQJjYpfmACW2rwU/view?usp=sharing)
  13. [Ya tenemos un Proveedor (02m 51s)](https://drive.google.com/file/d/1VfO8db5Yo1pa_r0yJIv50uDhlfZEmR8W/view?usp=sharing)
  14. [Voy a Esperar (02m 12s)](https://drive.google.com/file/d/1awYPhWuTta6ARwTq_gQidjQnUtPLJX6P/view?usp=sharing)
  15. [Probamos algo Similar y no funciono (03m 38s)](https://drive.google.com/file/d/17klgutfkKOl3atUnGtS6FEft29rlRAGG/view?usp=sharing)
  16. [Cliente Insatisfecho por la Compra Anterior (02m 39s)](https://drive.google.com/file/d/1tx1JTYzicSX8KEQaNVoiERIQhaR1toA8/view?usp=sharing)
  17. [El Producto de tu Competidor es Mejor (03m 50s)](https://drive.google.com/file/d/153I4FoqmJa5SYQDT3E1aOaiPL76PqPY7/view?usp=sharing)
  18. [Lo he visto más barato en otra parte (02m 44s)](https://drive.google.com/file/d/1Wqg5yxNB6_DF0PJWmwNsFP76XlygPpmi/view?usp=sharing)
  19. [La Decisión no depende de Mi (02m 29s)](https://drive.google.com/file/d/1SF_jAnn9-liWLIhVnJXUVDopuEeMEXhw/view?usp=sharing)
  20. [Tengo que Pensarlo (08m 14s)](https://drive.google.com/file/d/1vLQNQBtNbKON2_FSvQ3xo-hRn-wpee5h/view?usp=sharing)
  21. [No Podemos Permitirnos ese Gasto (02m 04s)](https://drive.google.com/file/d/15fpPAyMozpWT4iCkFxx-OqfpQmHHZJ_-/view?usp=sharing)
  22. [No me gusta el Color – la Forma – el Tamaño (02m 46s)](https://drive.google.com/file/d/1LOzu49p6bZuFJ5eka6mx3r4nk6lo7U3p/view?usp=sharing)
  23. [5 Reglas para Resolver Objeciones (04m 42s)](https://drive.google.com/file/d/1UOM1S3CKQVQD3ISX6J3SUciQvOAcztck/view?usp=sharing)

**MÓDULO 5: CERRAR LA VENTA.**

**(26 lecciones, 109 minutos)**

* 1. [Apertura (03m 48s)](https://drive.google.com/file/d/16qcYy4Scnc5qsQarjG9U-ChuVmW__uXa/view?usp=sharing)
  2. [Cierre de Ventas y Curva Emocional (09m 54s)](https://drive.google.com/file/d/1VYqxLnR-pVfsTV25dxTX0Y2b5TQLd0dG/view?usp=sharing)
  3. [Recursos para el Cierre de Ventas (04m 49s)](https://drive.google.com/file/d/1JFbsXmAzRfrYYCZ_NK4lLFrjNc9_HXLQ/view?usp=sharing)
  4. [Cierre Directo (02m 57s)](https://drive.google.com/file/d/1CRxCOaA2svf6W4QCRQz2a8ks-H0DCOJw/view?usp=sharing)
  5. [Cierre por Alternativa (02m 35s)](https://drive.google.com/file/d/1HtDuLyPVp-UrLXsZ6069ZWXUGylIGzrV/view?usp=sharing)
  6. [Cierre por Amarre (02m 26s)](https://drive.google.com/file/d/1rN5W245prY--D4cWxWi9ymEdvEOpEYRv/view?usp=sharing)
  7. [Cierre por Dificultad (02m 59s)](https://drive.google.com/file/d/1GQsqZXhOpmpCUe0Pll6WIigMh_CrO8mb/view?usp=sharing)
  8. [Cierre por Equivocación (03m 08s)](https://drive.google.com/file/d/1-dY-2vWGPeh1aZ1WD7hy5GHvZHCpO3DI/view?usp=sharing)
  9. [Cierre Imaginario (03m 14s)](https://drive.google.com/file/d/1tmb6QMwpb_HvqbpNKwO-zyZASmXGCI0A/view?usp=sharing)
  10. [Errores en el Cierre de Ventas (04m 06s)](https://drive.google.com/file/d/1EnhoylUVaWV0Ei4lZqn7E2w6HXPjx649/view?usp=sharing)
  11. [Desenfocar (02m 29s)](https://drive.google.com/file/d/15nHMO-pVwp_r1bHFWqp0muiaI820AtMj/view?usp=sharing)
  12. [Perder el Rumbo (02m 21s)](https://drive.google.com/file/d/1Gc6A48VQTBAB6ffJdtr6a6qUzOTOESBD/view?usp=sharing)
  13. [Dormir (02m 22s)](https://drive.google.com/file/d/1_ORPS4e6DQOiy6jPnEFRcVJz4hP6TVNs/view?usp=sharing)
  14. [Parlanchín (02m 27s)](https://drive.google.com/file/d/1PQrn_3f0u5XLL5_bdip7uEaCXRVa6Kbn/view?usp=sharing)
  15. [Indecisión (02m 56s)](https://drive.google.com/file/d/1NdBpObqeiHeFR8C_l7F1e4NQmuVR167p/view?usp=sharing)
  16. [Aplazar (02m 12s)](https://drive.google.com/file/d/1upWlBz5YWjxIvxHtsRz_hRbGjyca7E9O/view?usp=sharing)
  17. [Cerrar desde el Principio (03m 36s)](https://drive.google.com/file/d/1vgyJJEEQIVKspa7JLWaIMnYgrfvnejnf/view?usp=sharing)
  18. [Forzar (05m 34s)](https://drive.google.com/file/d/1uWGAICS6H_1Kl6W6EZPlXHXKJyTj3sKM/view?usp=sharing)
  19. [Fidelización en Ventas (06m 15s)](https://drive.google.com/file/d/1n5R6aD_nTgAC5GGOyzimjhG6tSSbQdA4/view?usp=sharing)
  20. [Estrategias de Fidelización (03m 01s)](https://drive.google.com/file/d/1D4s9ESlqtoL4uhZKNb13Pw-4qbN5vElB/view?usp=sharing)
  21. [Post Venta (05m 05s)](https://drive.google.com/file/d/1JtRRZwyIgFG5x8FOIXNo9RTa_jIZUA0P/view?usp=sharing)
  22. [Usuario Superior (04m 08s)](https://drive.google.com/file/d/1-X5N4A5_4OZ1BKh-dNd7LGUZ8cRaNLQN/view?usp=sharing)
  23. [Coherencia de Marca (05m 00s)](https://drive.google.com/file/d/1TmAqHf5C6k5LUSXUveGstLBvRuS04qSZ/view?usp=sharing)
  24. [Atención Personalizada (08m 08s)](https://drive.google.com/file/d/1XZz001ayyxyAugY6n2nyaBpalmaqdkJG/view?usp=sharing)
  25. [Trágico en Mágico (04m 08s)](https://drive.google.com/file/d/1qEvbYuAqjDkrOn0TzSFc5uXR3OZ8WVvM/view?usp=sharing)
  26. [Programas de Fidelización (04m 07s)](https://drive.google.com/file/d/1gw8fO2IvhlDWE3MNQ9V467khn7qaCHB3/view?usp=sharing)