

What have we heard them say?
What can we imagine them saying?

Thinks

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



Built a
good
house at
low cost

Best interior and exterior designing.

To thinking the best quality house and own a house.

Spacious rooms.

Profession Sign 1 Dreams Person
Sign 2 Dreams Perso

DREAM HOME

(Dreams comes to

real)

cost of unwanted things

To reduce

Determine your home location.

"Making
Realty
Dreams a
Reality"

identify how you will finance your dream home.

know your style and your "must haves"

A house is made
with walls and
beams; a home is
built with love and
dreams

Your home is your chapter."Let me help you write the next chapter"

## Does What beh What can

What behavior have we observed? What can we imagine them doing?



See an example

Feels

What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?

