



Says

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?

Experience to share the new house

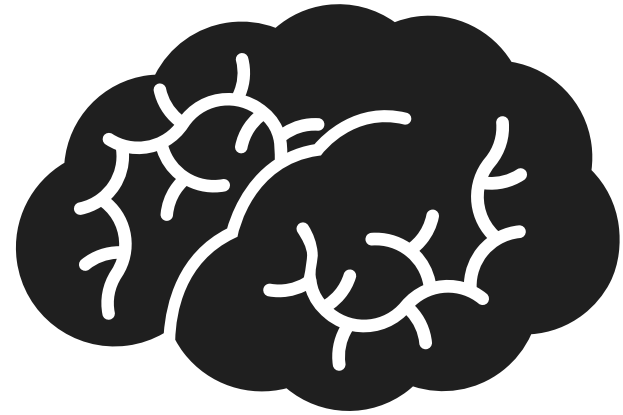


Any problems for this area

This area is comfortable to kids

Depending the areas to vary the prices

Think about the correct way to profit, to buy the house



Development area

Transport facility

Future planning



Advance,agreement to buy the new houses

Being proud

Personally Arrange the cash to buy the house



Consult the house brokers

Self esteem



To see the house price shocking

Document registration for buy a house

Happy tears



Does

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



Feels

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