



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?

Wholesaling is buying goods in bulk quantity,usually directly from the manufaccturer or source,at a discounted rate.

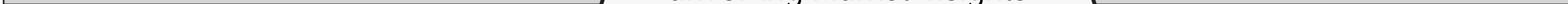
Save money through discounts that wholesale get with larger orders.

rtailer then sells the gods to the end consumer at a higher price making a profit.

This project aims to analyze customer spending behavior and identify opportunities for growth by leveraging data analytics and data-driven decision-making.

Situational,psychological,environmental,and marketing factors,personal factors,familt,and culture.

Buying goods in bulk from manufactures and selling them to retailers and other businesses.



Sales discount strategies aren't as effective on wholesale customers.

Wholesale customers are driven by their customers.

Onefourth products are may be rotten.

A middleman that buys in bulk from a distributor and resells at awholesalee price to a retailer.

Damage and loss from fire and smoke,water,catastrophes and severe weather.

Wholesalers are becoming increasingly concerned the government is preped to let them fail,according to the federation of Wholesale Distrbutors.



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?