



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?

To maintain the client invoices

to track billable hours and invoices

is it helpful in consulting new idea with zoho books?

yes is zoho books is easy to use ?

Accounting may be complicated ? so use Zoho books which makes easier.

It provides consulting offers services across the world

It accurate calculates project cost



THINKS...



monitor profitability

It help in clear understanding...

calculate project costs

Generate reports for better financial management

Accurate accounting practices...



Business process improvements



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?

