

## Says

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

> To improve the knowledge of wholesale marketing

Quickly buying the product from manufacturer would be trusted to the consumer

The goods

unvieling marketing analysis

According to the consumers, business will be enhanced by fixing price strategies

Marketing budgets more efficiently

Spot trends and opportunity in your industry

**Thinks** 

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



To sale the better products to the consumer

The products are budget friendly to the people

To know about the benefits and profits of marketing

Market insights can help improve customer satisfication

Understanding consumer preference and needs can guide product development

It allows businesses to refocus their efforts in more productive directions

**Feels** 



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

