



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?

TechPro Solutions is a Private Limited company also registered under GST in Tamil Nadu. TechPro Solutions offers various expert IT consulting services in India and outside India.

TechPro Solutions, an IT services company, utilizes Zoho Books to efficiently manage their client billing and invoicing

TechPro

They track project expenses, record billable hours, and generate professional invoices using Zoho Books

The software helps them streamline their financial processes and provides insights into their profitability



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?