



Says

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

I want to high quantity of goods and low prince and added discounts.

You can provide good deals or discounts.

I need timely deliveries and a reliable wholesallers.

Consult with financial advisors to understand financiaing options for buying products.

Researches online listings and search to find best wholeseller.

I visit many whlesale goods factory and discuss product deals



Does

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



Thinks

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

What are the current trends, and will the prices continue to rise?

What will be the number of damged items in total purchases?

What is the quality of the products purchased in bulk?

Overwhelmed by the abundance of options and information in the market.

It is a pleasure to buy produts from wholesalers at discounted prices and pass them on to consumers.

Purchase goods from whose seller and sell from to the ultimate customers.



Feels

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



Retailer's and customers

User's thoughts