

# What do they THINK AND FEEL?

what really counts  
major preoccupations  
worries & aspirations

Will it suggest  
the ideal  
amount of  
inventory stock  
in storage.

Instead of  
manual  
maintenance  
of inventory  
sale.

Reduce customer  
loss with the help  
of known stock  
storage and  
profitable rates.

Helps in  
avoiding  
overstocks.

Suggestions  
and reviews.

Predicting  
Sales with  
seasons.

Safeguard  
against price  
changes and  
inflation.

## What do they HEAR?

what friends say  
what boss say  
what influencers say

Improves  
efficiency and  
easy to  
understand  
sales trends.

To evaluate  
the consumer  
trends in  
market.

Get to know  
the  
consumer  
preference.

## What do they SAY AND DO?

attitude in public  
appearance  
behavior towards others

Analysis of  
the stock.

## What do they SEE?

environment  
friends  
what the market offers

With help of  
preorder.

## PAIN

fears  
frustrations  
obstacles

Changes in  
market  
trends.

False  
Predictions.

Drop in  
sales.

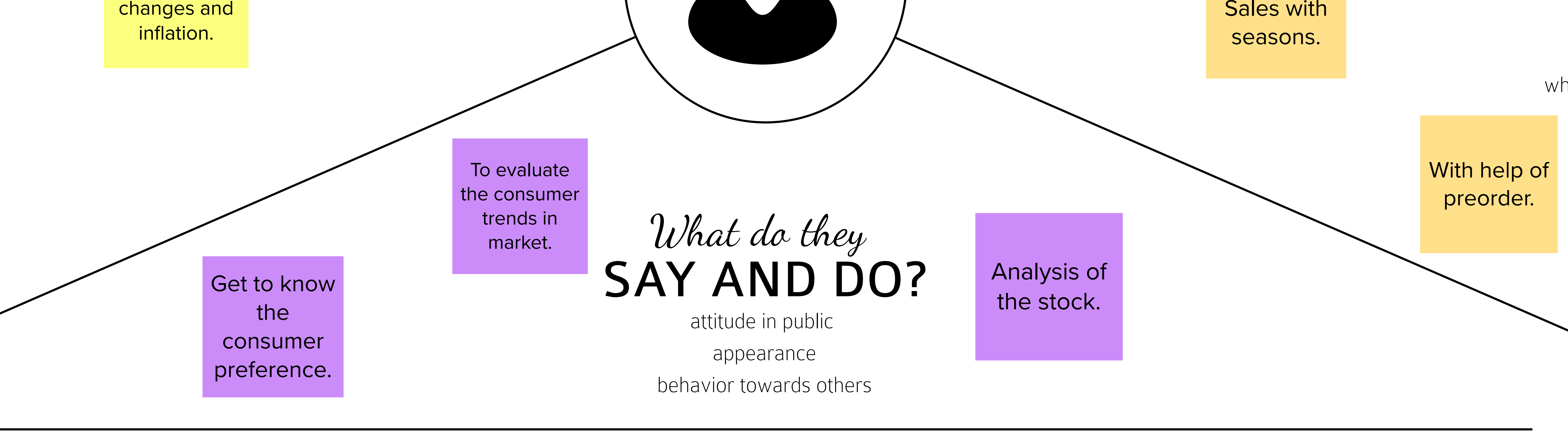
## GAIN

"wants" / needs  
measures of success  
obstacles

Improves  
Forecasting.

To avoid  
purchasing of  
the wrong  
inventory.

Proper  
management  
of accounts.



*What do they*  
**SAY AND DO?**

attitude in public  
appearance  
behavior towards others

changes and  
inflation.

Sales with  
seasons.

Get to know  
the  
consumer  
preference.

To evaluate  
the consumer  
trends in  
market.

Analysis of  
the stock.

With help of  
preorder.

Will it suggest  
the ideal  
amount of  
inventory stock  
in storage.

Instead of  
manual  
maintenance  
of inventory  
sale.

# *What do they* **THINK AND FEEL?**

what really counts  
major preoccupations  
worries & aspirations

Reduce customer  
loss with the help  
of known stock  
storage and  
profitable rates.

Suggestions  
and reviews.

Safeguard

*Wh*

THI

Will it suggest  
the ideal  
amount of  
inventory stock  
in storage.

Instead of  
manual  
maintenance  
of inventory  
sale.

Helps in  
avoiding  
overstocks.

## *What do they* **HEAR?**

what friends say

what boss say

what influencers say

Safeguard  
against price  
changes and  
inflation.

Improves  
efficiency and  
easy to  
understand  
sales trends.

To evaluate  
the consumer  
trends in  
market.

Get to know  
the  
consumer  
preference.

SA

EL?

Reduce customer  
loss with the help  
of known stock  
storage and  
profitable rates.

Suggestions  
and reviews.

Predicting  
Sales with  
seasons.

*What do they*  
**SEE?**

environment  
friends  
what the market offers

With help of  
preorder.

Analysis of  
the stock.

?

Changes in  
market  
trends.

# PAIN

fears  
frustrations  
obstacles

Drop in  
sales.

False  
Predictions.

# GAIN

“wants” / needs  
measures of success  
obstacles

Improves  
Forecasting.

Proper  
management  
of accounts.

To avoid  
purchasing of  
the wrong  
inventory.

