without seeing my car how can it predict

What do they think and feel?

What really counts
major preoccupations
worries & aspirations

Is the predicted value correct

Is it worth investing time and money?

Machine cannot predict it correctly

What do they Hear?

what friends say
what boss say
what influencers say

What do they See?

Environment
friends
what the market offers

Is it better than car resellers?

How can a software predict value of my car

I want something reliable

What do they Say and Do?

attitude in public
appearance
behaviour
towards others

Ask resellers about their Cars value

Pain

It cant be correct all times

fears
frustuations
obstacles

Technical
Knowledge
requirement

Gain

Can predict the resale value of car

Needs
Success

Predicted value is
Mostly accurate