

Focus on J&P, tap into BE, underdefine CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Want to need sales data analytics around the entire world</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div>Spending power, budget no cash,Network connection available devices.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>Pen &amp;paper is an alternative to digital notetaking.  The product arrived damaged,they ordered wrong size,the product is expired it can be easily exchanged or refund .</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><div>products, they buy the completed jobs products</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div>Customers have to do it because challenge in regulation.</div></div>	<div>7. BEHAVIOUR<div>BE</div><div>Directly related ;find the right data anlyis according to the global sales data benefits</div></div>	
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><div>company expansion or relocation,</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>Create an ideal prospect profile. ... work on your call lists. ... Send personalized emails</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>Marketing segmentation has always been important.</div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>Greed. "If I make a decision now.</div></div>		<div>8.2. offline: telephone calling cold and warm leads. area canvassing</div>	

