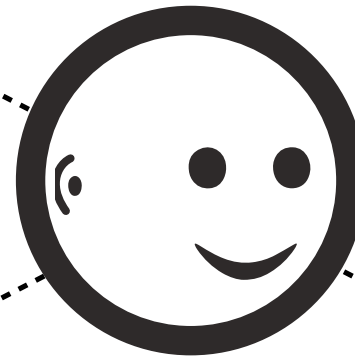


what does (s)he

# THINK & FEEL?



what are  
the friend  
say?

what are  
really  
matters?

what are  
his or her  
works  
aspiration?

what are  
his or her  
mind?

who is his  
or her  
friend?

what are his or  
her  
environment?

what does the  
market  
currently offer  
the person?

what are  
the  
influences  
say?

what does (s)he

# SAY & DO?

what is the  
persons  
attitude in  
public?

what does (s)he

## HEAR?

what are  
the figure  
say?

what does (s)he

## SEE?



## PAINS

fears  
frustrations  
obstacles

fears?

frustration?

obstacles?

want/needs?

measure  
of  
success?

oppurtunities?

## GAINS



“wants”/needs  
measures of success  
obstacles