

Says

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

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



Thinks

i need some thing safe and reable

i am
looking for
luxary car

specious indirial car available

i getting the best price

Need all features

Advanatage to me



UrbenAura superme car storeroom

Free Service

free car driving

explain the car details

excited

nerous

maintains

Does
What be

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

Feels

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



