



Says

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



Thinks

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

which brand
you like and
that is way we
will do to best
sastified to you

In our quality
is best
thing,compare
to another
company

which
design is
best for the
room

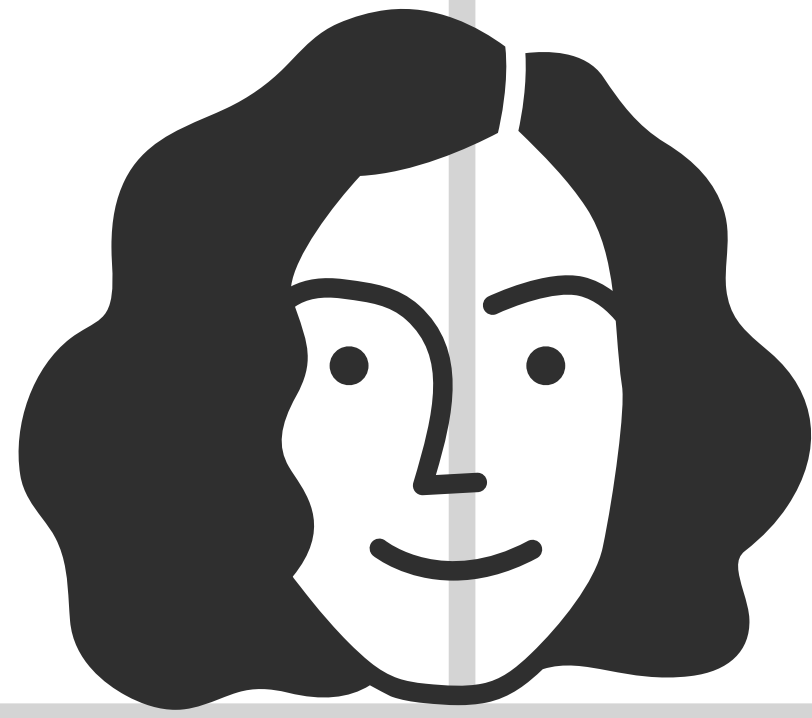
finish it fast
and make it
good

do you
expect the
another
picture of the
disign...

most affortable
things will do in
our company for
example (cheap
price and big
quality).

this interior is
looking good
and price also
super,i want to
design to make
it.

early
finished the
work.



URBAN AURA
INTERIORS

go to check
our website
and look at
the outlok of
the design

affort to do the
best interior
design in
cheapest price
and best quality

Awasome
work

thankyou for
giving the
best outlook
interior of my
house.

we will give the
best design in
your house &
show at your
design in our
website.

compare the
quality of the
product to
another
product.

i will refer your
company to my
friends & relatives
for your good and
quality works

your interior
design is so
affortable
price



Does

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?