



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?

Zoho Books allows us to generate professional invoices for our clients.

Tracking inventory is crucial for ensuring we have the right ingredients and supplies on hand.

Expense tracking helps us manage costs related to ingredients and supplies.

How can we optimize Zoho Books to improve our sales and inventory management?

Are there additional features in Zoho Books that can enhance our invoicing process?

What strategies can we employ to streamline our catering operations further?

Actively uses Zoho Books to manage sales and invoicing tasks efficiently.

Generates professional invoices for clients using Zoho Books.

Relies on Zoho Books to track inventory, ensuring they have the right ingredients and supplies.

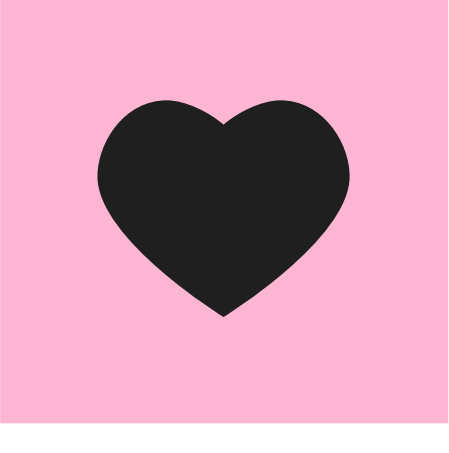
Hopeful that Zoho Books will continue to support efficient catering operations

Committed to maintaining accurate financial records through Zoho Books.

Appreciative of the tools and features that Zoho Books provides for their catering needs.



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?

