



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?

In business, an estimate is based on past experiences and knowledge of current trends.

Estimate in business refers to the value of quantity of something that is approximate and not exact.

It is a statement or calculation of expected costs, revenues or profits.

Business is an economic activity that involves the exchange, purchase, sales or production of goods and services with a motive to earn profits and satisfy customers needs.

If you are involved in import\export operations, you need to how to calculate the total cost of importing\exporting goods .

Both import and export business are available.

The import business in India is very much profitable and it is expanding more than the export business of India.

The taxes and fees are the additional amounts you pay to the government or other agencies of the importing country for complying with their regulations and standards.



Online business is that more quick and comfortable for the customer and help to save time, effort and money.

E-Commerce is that online store do not require the same costs as physical stores and also increase profit margin.

E-Commerce allows customers to choose a product or service they want from any supplier, any where in the world.

First assess your current situation and understand your income and expenses.

Budgeting and Planning is helps you control cash flow, track your performance, increasing your revenue and achieve your goals.

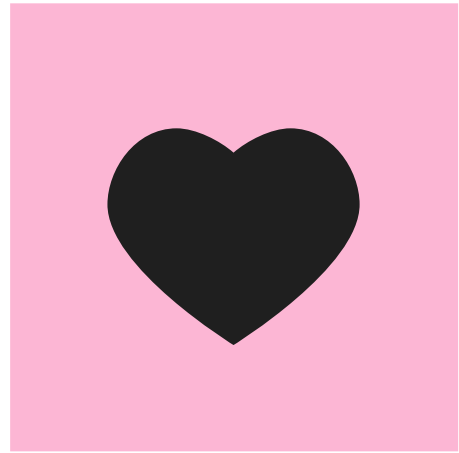
You should also compare your actual results with your previous projections or benchmark, and analyze any gaps or discrepancies.

Estimate your future income and expenses based on your objective, then monitor your budget and plan on a regular basis.



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?