



### Says

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

in our quality is  
best  
thing. complete  
to another  
company

do you  
expect the  
another  
picture of  
the dising

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

compare the  
quality of the  
product to  
another  
prproduct

we will give the  
bbsy design in  
your house show  
at your design in  
our website

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



### Does

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

[See an example](#)

### Thinks

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



which  
design is  
best for the  
room

early  
finished  
the work

this interior  
locking good  
and price also  
super want to  
make it

finish it fast  
and make  
it good

you interior  
design is so  
affordable  
price

awesome  
work

thank you for  
giving the  
best out look  
of my house

i will refer your  
company to  
my frind  
& relatives

### Feels

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

