



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?

Estimating expenses in small businesses can be tricky. This guide might help you in learning about upfront costs and how to calculate them.

Also referred to as deductions, business expenses are the costs of operating a business.

According to the Internal revenue service (IRS), business expenssary ordinary and necessary costs incurred to operate your business.

Their wants & needs are: Ability to delegate work to others in your organization so you can increase sales and make an eveb higher profit.

To find the right customers to buy your product/ service so that you can make a profit.

Hopes and Dreams : The website's critical consensus states, "One of the most critically acclaimed documenraies of all time, Hoop Dreams is a rich complex, heartbreaking, and ultimately deeply rewarding film that uses high school hoops as a jumping-off point to expiore issues of rece, cls and education in modern America".



Imagine them doing : Among these influential words, Imafine stands out as a powerful catalyst for growth and transformation

What friends say, what boss say, influencers say this will thinking in mind.

How people interct with one another inside of an postures, movements, nonverbal and verbal behavior.

Fear and anxieties: The include fear of spiders, heights, driving a car, or fluing.

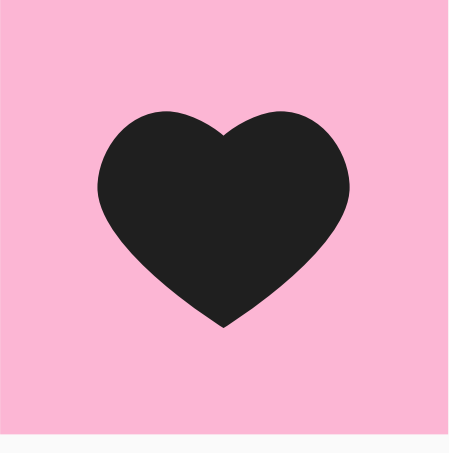
Frustration types: Personal, conflicting, pressure, environmental frustations.

feelings might influence, behacior:One way that behavior is affected by emotions is through motivation,whivh drives a person's behavior.



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?