



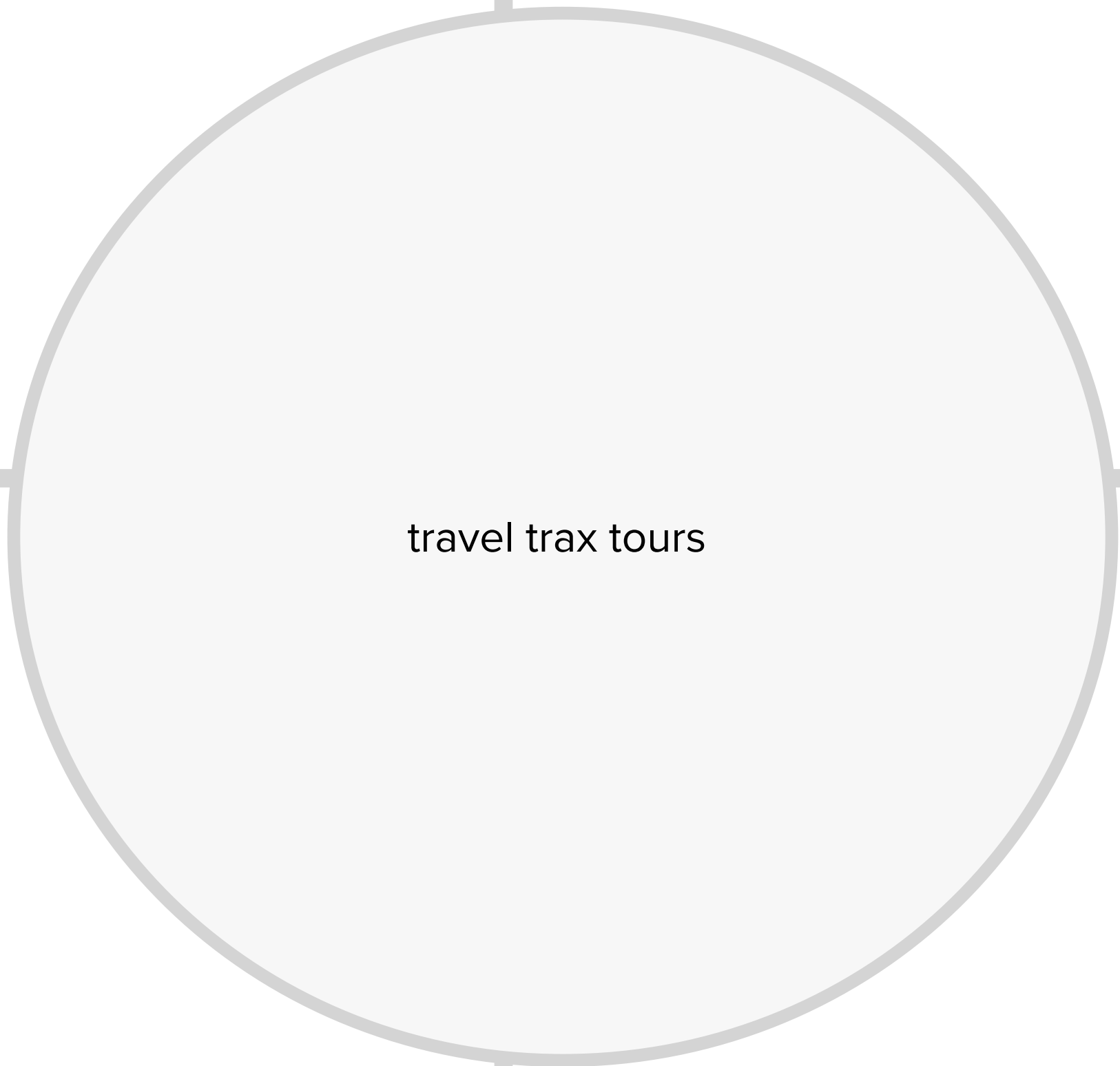
Says

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?



I have a company of tour operator leverages

I can generate professional invoice reconcile payment and monitor for finance performance

I manage to enchane customer service and final operations

I will manage my company leverages bookings

I will keep handle my customers invoices

I will keep my Company track project expenses

generate professional reconcile paymentds and monitor performance

I will maintains records of my customers

I will do my client invoice

Excited to learn about this

Curious about this topic

overwhelmed with I formation



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?

See an example