



Says

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

what size is best?

searching the sutiable participants

how to get better result

who are the sponser



Thinks

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

phrase the content

make a group discussion

major proeoccations woories and aspiration

offer the participants



buy the proper equipment

make budget

asks to the sponser

accurate a date and time

overwhelmed

anxious

fear

excited



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?