



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?

TYPES OF BUSINESS:

- *SOLE PROPRIETORSHIP
- *PARTNERSHIP
- *CORPORTION
- *LIMITED LIABILITY COMAPNY(LLC)

*A business is defined as an organization or enterprising entity engaged in commerical,industrial,or professional activities.

*Business can be for-profit entities or non-profit organizations.

*Business types range from limited liability companies to sole proprietorships,corporations, and partnerships.

Business Development:

All the costs associated with directly growing and expanding a business,such as marketing,research,and training.

Customer Motivation:

"Small opportunities are often beginning of great achievements."
"In order to succeed. We must first believe that we can."
"The journey of a thousand miles begins one step."

BUSINESS SIZES:

- *SMALL BUSINESS
- *MID-SIZED ENTERPRISES
- *LARGE BUSINESS



Advantage:

- *Financial Rewards
- *Lifestyle Independence
- *Personal Satisfaction and Growth

Disadvantage:

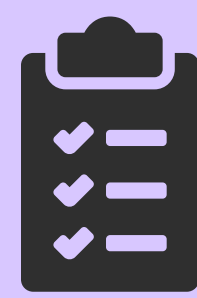
- *Financial Risk
- *Stress and Health Issues
- *Time Commitment

Conversely, stressed-out and unsatisfied employees are easily distracted from their work.

For any business that's watching its bottom line, the simple fact that joyful employees tend to be more productive should be reason enough to invest in their happiness.

Feels

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



Does

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