

Says

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

Some business expenses may lower net income in the short term but increase income potential in the long run. Investments in equipment and product development can be expensive, but they provide infrastructure and added sales that eventually make up for the expense.

What went badly (you want to stop doing these things, if possible, or concentrate on doing them better) A focus for the next period/sprint/month/quarter (One or two things to focus on)

Customer frustration is just what it sounds like - a feeling of frustration a customer experiences as a result of a negative interaction with a company. Customer frustration can be triggered by poor products, retail experiences, customer service interactions, and more.

They're recorded on the income statement. These expenses will be subtracted from business revenue to show a company's net profit or loss and taxable income.

Guidelines for business expenses can be found in Section 162 of the Internal Revenue Code (IRC).

According to the Internal Revenue Service (IRS), business expenses are ordinary and necessary costs incurred to operate your business. Examples include inventory, payroll and rent. Fixed expenses are regular and don't change much — things like rent and insurance.

Companies look forward to hiring employees with leadership skills, who possess qualities such as responsibility, initiative and integrity. These skills aid in collaboration, goalsetting and effective timemanagement. Having leadership skills is useful in any job role, and not just for administrative positions.

Thinks

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



Payroll (employees and freelance help)
Bank fees and interest.
Rent.
Utilities.

Business vehicles.
Equipment or equipment rental.
Software.

Insurance expenses.

Business expenses are ordinary and necessary costs incurred to operate your business.

Expenses are usually recurring payments needed to operate a business.

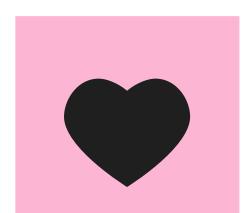
Business expenses refer to the costs associated with operating a business and can include everything from rent and utilities to marketing campaigns and office supplies.

One of the main reasons why tracking your business expenses is crucial is that it allows you to have a clear understanding of your cash flow

Labor costs can account for as much as 70% of total business costs; this includes employee wages, benefits, payroll and other related taxes.



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





Estimation

of

business expenses



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