



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?

Tracking project expenses and recording billable hours is essential for our financial operations.

Streamlining financial processes using Zoho Books enhances our operational efficiency.

Zoho Books enables us to generate professional invoices for our clients.

Actively uses Zoho Books to efficiently manage client billing and invoicing.

Generates professional invoices for clients using Zoho Books.

Relies on Zoho Books to track project expenses and record billable hours accurately.

How can we optimize Zoho Books to further improve client billing and financial efficiency?

Are there additional features in Zoho Books that can enhance our project expense tracking?

What strategies can we employ to ensure accurate recording of billable hours?

Committed to maintaining accurate financial records through Zoho Books.

Appreciative of the tools and features that Zoho Books provides for their IT consulting business needs.

Hopeful that Zoho Books will continue to support efficient financial operations.



Techpro
Solutions



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?