

## Says

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

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



**Thinks** 

which brandyou like andthat is way wewill do to bestsastified to you

In our qualityis best thing,compare to another company

do you expect the another picture of the disign..

most affortable things will do in our company for example (cheap price and big quality ).

which design is best for the room

finish it fast and make it good

this interior is looking good and price also super,i want to design to make it.

early finished the work.



URBAN AURA INTERIORS

go to check our website and look at the outlok of the design affort to do the best interior design in cheapest price and best quality

we will give the best design in your house & show at your design in our website.

Compare the quality of the product to another product.

Awasome work thankyou for giving the best outlook interior of my house.

i will refer your company to my friends & relatives for your good and quality works your interior design is so affortable price



## 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?

