



Says

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

What do you think about this?

Which brand is best?

which prize is best?



Thinks

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

How will this benefit me?

This is very useful for me

how do i use it



Retailer business man

hare your Friendss and relatives-say your experience

Check the website

More research

Awesome

Intrest

very nice



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?