



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?



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?

 [See an example](#)



you have heard
information
from a source
other than
yourself.

Talk about your
aspirations in
unique terms, while
staying realistic and
always keeping the
position top-of-
mind

You need
imagination in
order to imagine a
future that doesn't
exist. · Imagination
is the beginning of
creation.

Something is a
new experience
or something
that you have
not heard before

to grow up into
caring, loving
adults who seek
and are successful
in finding a life
partne

Our thoughts create
our feelings and our
feelings drive our
behavior

You need
imagination in order
to *imagine* a future
that doesn't exist. ·
Imagination is the
beginning of
creation.

It lets us explore
beyond the constraints
of our environment and
reality, into a new
world of dreams, where
creativity and invention
are at their best.

Fear is the response
to a perceived
threat, while anxiety
involves worry
about a threat that
has not yet, or may
never, happen.

the result of
something called a
“mental workplace,” a
neural network that
coordinates activity
across multiple
regions of the brain.

acute stress,
lasting anger,
sadness, and
rage

Feelings are the
hard-wired physical
manifestation of
emotion. Behaviors
are simply the things
we do