Says **Thinks** What are their wants, needs, hopes, and dreams? What have we heard them say? What other thoughts might influence their behavior? What can we imagine them saying? Fresh Bites fresh bites Catering catering utilizes utilizes zoho books Zoho books can generate professional They help they track invoices. them to expenses maintain related accurate ingredients financial they provide and supplies financial records and streamline Visalam Fresh Bites Catering it manages track overwhelmed inventory and handle information invoicing it utilizes zoho books it manages to manage good their sales catering service excited to learn about curious this about this topic



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?

