



Says

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



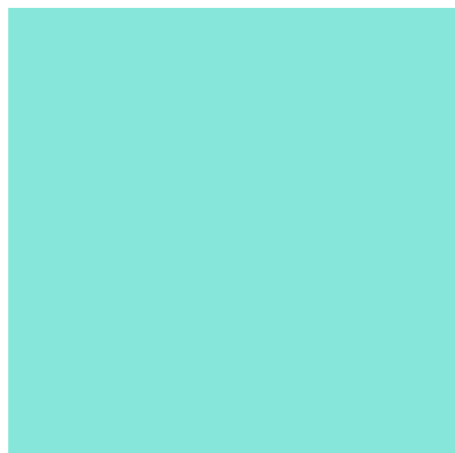
Thinks

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

LISTENING TO THE
CONVERSATION ,
FOCUS ON THE REAL
CONNECTIONS WITH
,WHAT ARE THE
OTHERS PERSONS IS
SAYING .

UNDERSTANDING
OUR NEEDS ,
HOPES , WANTS
AND DREAMS

LISTEN 100%



WHERE WE ARE
INSPIRED TO
HELP OTHERS
,HAVING
EXPERIENCED .

BULIDING THE
PEOPLE INTO A
GROUP , FOR
ALLOWING US TO
FUNCTION AS MORE
THAN SELF
OBSESSED
INDIVIDUAL



WHAT THEY
ARE
FEELINGS.



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?