

## Says

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

The company

give the

build the

house

contract to

The Zoho books

provides them

with financial

insights to make

informal decision

The company

subcontractor

and payment

They can

estimate and

invoice clients

track job costing.

project expenses

can handle

Thinks
What are their wants, needs, hopes, and dreams?

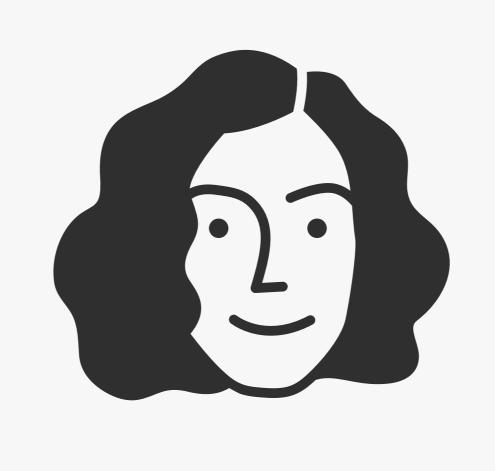
What other thoughts might influence their behavior?

Our utility billing services department is designed and tailored specifically to your requirement

People are want strong hope .so we give hope

We focus on commercial mechanical, electrical and plumbing

We provide superior response time and exceptional quality.



## Persona's name

Short summary of the persona

The company will provide all materials

The company will provide less expense cost to build the house.

The company will workers

The company provide basic facilities

I feel we hope to give good building.

Give a quality product to our customer

We provide high quantity product

We provide strong building.



## 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?

