



Says

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

Purchase material

HOUSE PLANING

Contract ideas



Thinks

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

Which type house planning is best?

Where purchased the material cheap and best?

What are constructing material we want?

Nice view

Attractive interior works

Finishing work is excellent



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?



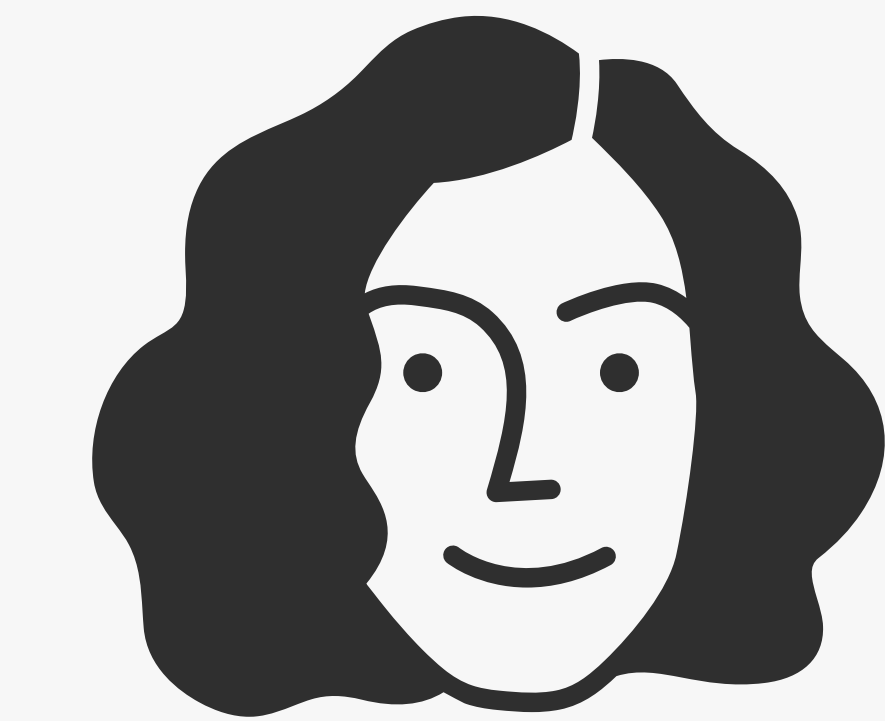
Does

What behavior have we observed?
What can we imagine them doing?

Maintain purchase record

Planning is perfect

The materials are cheap and best



DREAM HOMES REALTY

S.VARSHINI PRIYA
K. KANNAN
S.KARUPPIAH
N.KISHORE KUMAR