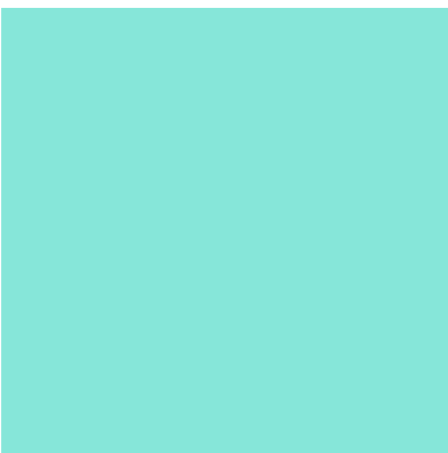




Says

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

Studying a company's target market and identifying avenues to generate new lead



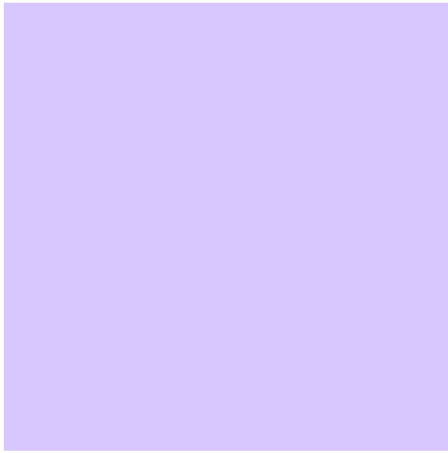
Thinks

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

They manage relationship customers serving as the key points of contact



Sales products or services for a company and represent their brand



Sales suits me well it is a field that alight well my skills



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?