



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?

They can track project expenses

It can efficiently manage their client billing.

It can utilizes the ZOHO Books

It can geneate professional invoices using ZOHO Books

Techpro solutions

It can help them steamline their financial process.

It provides insights into their profitability.

It can use for all.

It is a leading desings one.



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?