



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?



"If You Are Working On Something That You Really Care About,You Don't Have To Be Pushed.The Vision Pulls You".



Imagination Also Helps Business Owners See Possibilities For Growth And Expansion.



Wants And Needs :
Business Make A Profit By Providing Things that People Need and Want.There Is A Difference Between a Need And a Want.



Hope :
The Belief That Things could Be Better And That You Can Make Them Better.



"If You Always Do What You've Always Done You "ll Always Get What You've Always Got".



Dream :
Dream Are What You Want.Your Business To Become



Marketing a Campaigns Can Influence Consumer Behaviors Because They Elicit Reactions Utilizing Imagery And Word Associations tied To Emotional Responses.



- *Arrive On Time
- *Follow Your Company's Dress Code
- *Communicate Respectfully
- *Be Honest
- *Have A Positive attitude
- *Take Responsibility



A Business Man Is a Person Who Follows The Traditional ways Of Business Or Follows Existing Ideas.



Many Owners Fear Money They Fear Not Having Enough,Losing What They Have Or Not Making Enough In The Future .



Especially In The Early Years,there's Of Ten A Month - To - Month Struggle To Bring In Revenue ,Be Profitable Pay The Bills,and Make Pay roll.



Business Man Calculate Risk And Their Decisions are Based On Available And Reliable Information.



Starting A New Business Is Incredibly Stressful.All Of The Weight On Your Shoulders Can Lead To Anxiety.



Personal And Emotional Factors -Personality ,Beliefs,Expectations,Emotions,Mental Health



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?