Says

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



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 "Il Always Get What You've Always Got".



ream:

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.



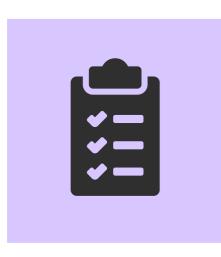
Business Man Calculate Risk And Their Decisions are Based On Available And Reliable Information.



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,Emotion s,Mental Health



Does

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



