



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?

"I Creating a professional estimate outline the service and pricing for the potential customer".

"I want cost estimate is the approximation of the cost of a program, project or operation".

"I don't tracking past travel purchase, categorising these expense and analysing".



Thinks are Design development,bid, quantity.

Thinks are business plan is the best way to estimate your business startup costs.

Thinks are order of magnitude and schematic conceptual design.

Feels SBA's start up costs worksheets template will estimate your initial investment cost.

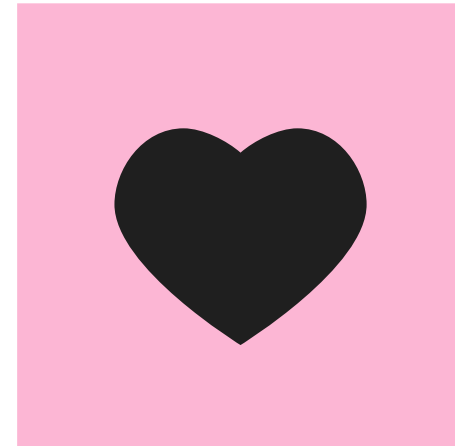
Feels are Rent,office supplies, payroll and other expenses like this incorporated fee.

I feel profit and expenses for the next three or five years.



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?

The real cost of each item on your list and research estimate cost.

Create a necessary expenses included one time and ongoing costs.

Add a cushion taily up the the final amount,total up expenses amount.