



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?

what is cost estimation

how to estimate business travel expenses

what is professional estimate small business

order of magnitude and schematic conceptual design, constructions documents

design development ,bid,quantity

drafting a business plan is the best way to estimate your business startup costs

estimation of business expenses

create a list of necessary expenses included one time and ongoing costs

Research estimate cost gets as close as you can to the real cost of each item on your list

SBA's start up costs worksheets template will help you estimate your initial investment cost

add a cushion,tally up the final amount ,total up expenses amount

The financial projections section should estimate your revenue,profit and expenses for the next three to five years

Rent ,office supplies and payroll and other expenses like this incorporated fee or office furniture are one time costs website



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?