

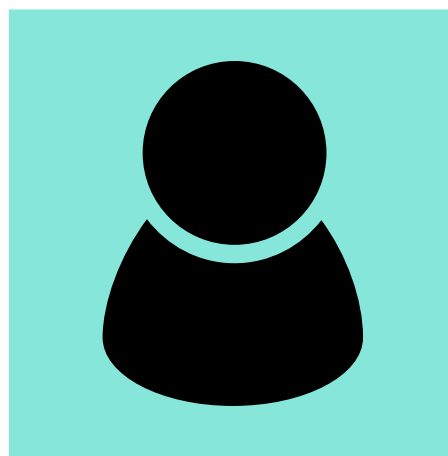


Says

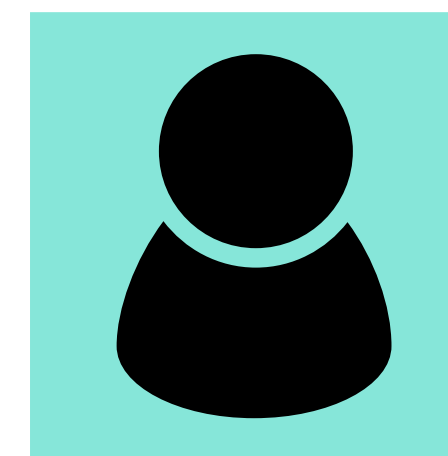
What have we heard them say?  
What can we imagine them saying?



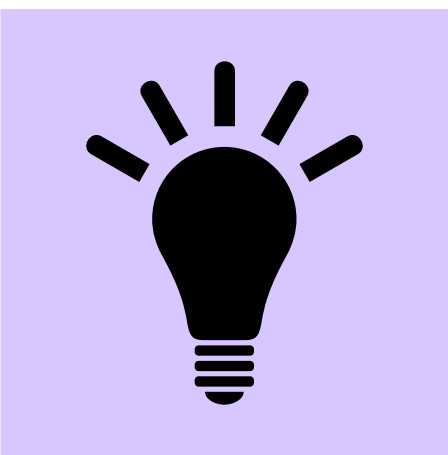
According to the Internal Revenue Service(IRS), business expenses are ordinary and necessary costs incurred to operate your business.



An estimate lets you say "no" to a project before you've invested any time or money in it.



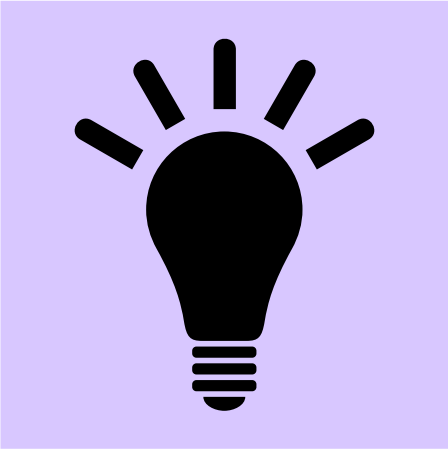
\*Ensure you Understand What the Project Involves  
\*Heip You Decide Whether to Take on the Project  
\*Help Estimate a Completion Date



Postures,movemets,nonverbal and verbal behavior-all can be observed.



Watching people,seeing their behaviors,looking at their perfomance,is intereting for many reasons



Imagination is marked by the ability to see things from different perspective



Does

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



Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?



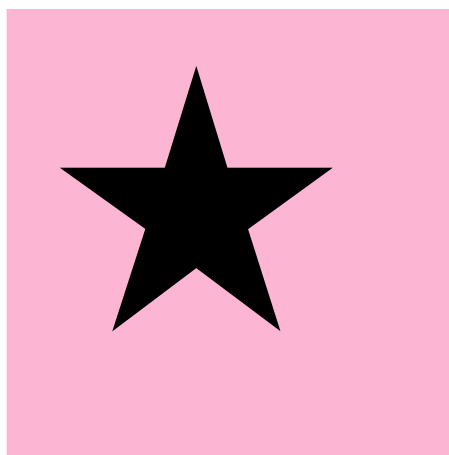
Transportation costs, insurance coverage, and any clothing and tools need for work are included in this part of budget.



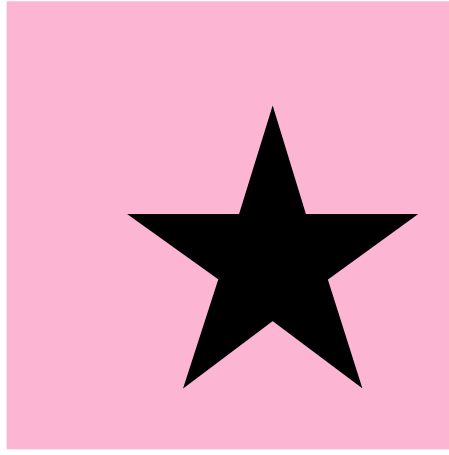
A want includes expenses that can comfortably live without and is not essential for survival.



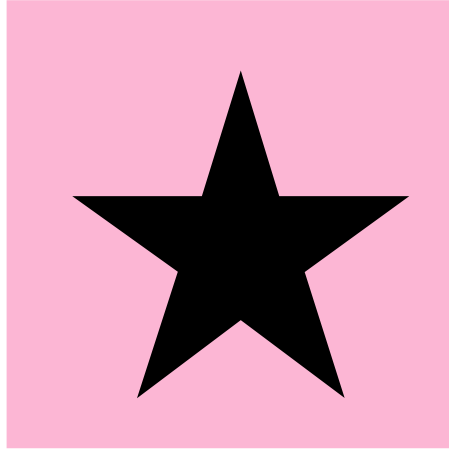
The behavior of every consumer behavior is influenced by their personal preferences



FRUSTRATIONS OF BUSINESS:  
\*Lack of control and nothing's working  
\*People problems and hitting the ceiling



FEAR AND ANXIETY OF BUSINESS:  
Fear is an emotional reaction to a specific real danger,while anxiety is an excessive and unfocused fear that may be triggered by a variety of stimuli.



Our thoughts and feelings influence our behaviors,choices,and ultimately,outcomes.



Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?