



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

terrace home,pool house,garden house

15%dicount for meha sale customer.



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

Open living plan with clear sight lines

Ample kitchen counter space

kitchen island

Founder of Dream Home

building meha house

Deck of patio for outdoor entertaining

Two-car(minimum) garage

expected water proof,strong construction



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?