



**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?



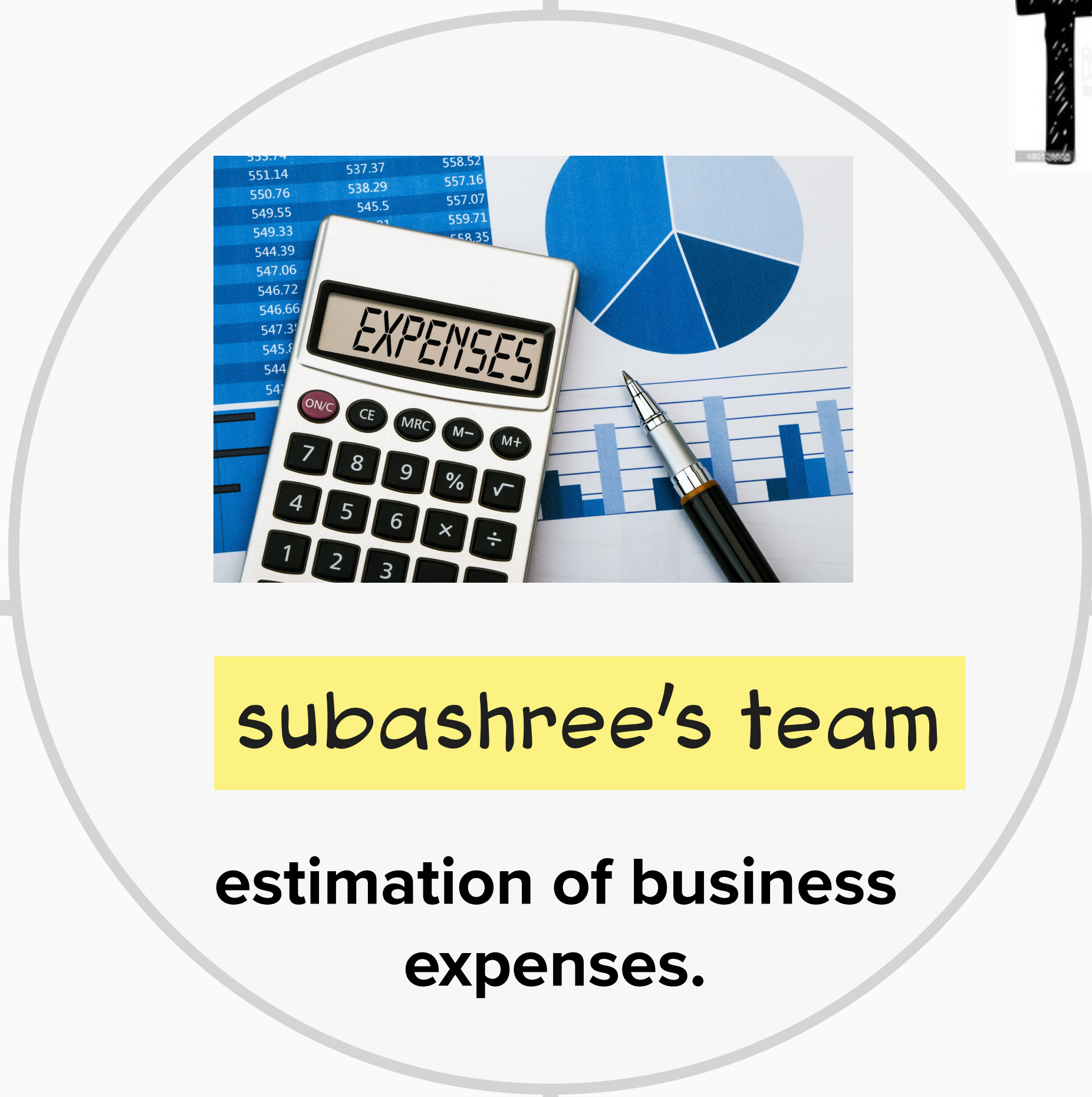
upgrade  
business  
facility

choosieing  
tremendous  
business



build strong  
business  
expenses

make our  
business  
admirable



subashree's team

estimation of business  
expenses.

explore social  
media  
marketing

innovation,  
imagination,  
creative



try to make  
head way  
our  
business

over control  
business  
expenses

thinking  
about  
insufficient  
money

invesment  
profit loss

choosing  
business

financial  
mismanagement

high standad  
employers  
are  
appointed

adopt  
automated  
technology

analysing  
recurring  
cost

list out our  
profit and  
loss



**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?

