



**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?

PASSWORD

E-MAIL ID

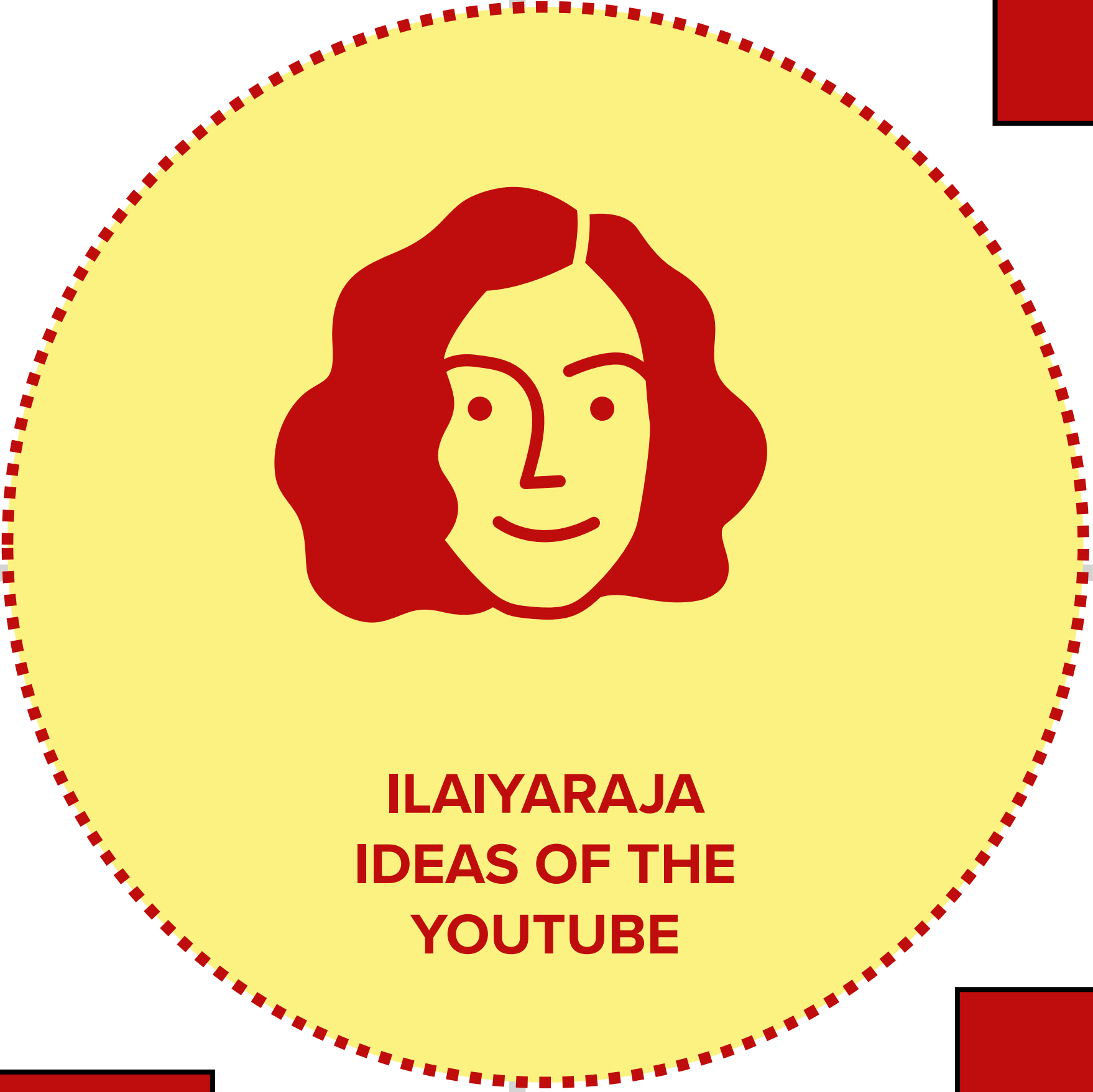
STABLE  
NETWORK  
CONNECTION

MOBILE  
PHONE

CREATE THE  
SMADRT  
CHANNEL  
NAME

STRONG  
FIREWALL  
PROTUCTION

OPEN  
CHANNEL IN  
YOUTUBE



WATCHING THE  
YOUR VIDEOS  
IN PEOPLE

TAKE A GOOD  
VIDEO

INCREASES  
THE YOUR  
VIEWS

EDIT THE  
VIDEOS

UPLOAD THE  
HIGH  
QUALITY

INCREASES  
IN YOUR  
SALERY



**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?