



Says

Zoho Creator allows you to understand your business's financial trends and growth patterns. However, Zoho Books consolidate data and report generation processes easier.



Thinks

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



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Edu connect learning center

Zoho Creator's education ERP system has everything you need to completely run an educational institution, from preschool all the way up to university.

The activities are used to focus on a set of skills and deepen the students' knowledge and abilities in that area. Students can work alone, in pairs, or in small groups.

Discipline problems are reduced because groups are limited to a number which can reasonably function in each area.

Zoho Books allows you to create invoices in no time. You can manage your receivables easily, send estimates, and even get paid online.

There is a payment reminders feature so you can get paid on time.

Right from negotiating deals, to raising sales orders, to invoicing, Zoho Books handles mundane accounting tasks so you can focus on your business.

Zoho Books enables you to upload documents like receipts and attach them to transaction records.

Clients can also email them directly to your scanning inbox, where it is automatically categorized and transacted.

Zoho Books Premium's usability, flexibility, and depth in standard bookkeeping areas like sales and purchases, time and project tracking, and inventory management, equals and sometimes surpasses what's offered by competitors.

Zoho Books provides world-class services at a low price.

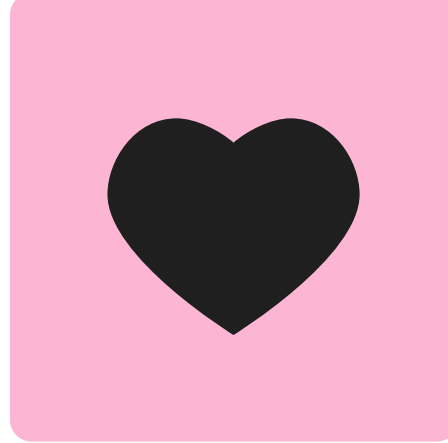
We have seen a 30% increase in efficiency after moving to Zoho Books.

It has transformed the way we work. If I were to recommend Zoho Books to a friend, I would tell them not to think twice and just go for it.



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?