



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?

professionalism,  
quality

more  
positive  
commands

theye are  
responding  
imidiata

it's a 10 star  
real estate  
agency.

discussing,  
finalising, and  
documents was  
extremely smooth  
and hassle free.

they've a  
variety of  
options in all  
andheri west.



clients

would definitely  
recommend  
anyone looking  
to get a flat to go  
through them.

theye are deal  
in  
buying,selling,  
rental  
properties

residential  
and  
commercial  
properties.

theye are  
helping us to  
live our  
loved house

wonderfull  
experience because  
of the agents and  
the service  
provided.  
recommended a lot.

excellent  
service,  
they are doing  
top class.



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?