



Says

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

Their food
is delicious
and
diverse

Their
service is
reliable and
professional



Thinks

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

I want a
catering
service that
offers a variety
of cuisines

I need a caterer
for my upcoming
event, and it
should be hassle-
free

Preparation &
maintance of zoho
books for fresh bites
catering

KABILA
SEETHALAKSHMI
BHAVANI
DIVYA
M AATHI LAKSHMI

Excited about
hosting a
successful
event

Anxious
about
choosing the
right catere

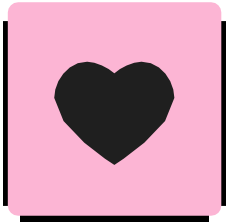


Does

What behavior have we observed?
What can we imagine them doing?

Research
Fresh Bites
Catering
online

Contact Fresh
Bites for a
quote or
consultation



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?