

## Says

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

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



**Thinks** 

your name, the company name and contact information.

> Offer your business card contact details

with the facing up.

Company name

Logo

the identity of distinguished guests. Today



Persona's name

Short summary of the persona

Tagline,

identify who you are and what you do professional

show you're a professional about your business

calling card, card, call card, carte de visite, and visiting card

velvet or suede

thicker and more durable type of paper

encourages people to contact you, visit your business (online or in real life) and learn more about you

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?

