



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?

Include GST,
Rate other
expenses

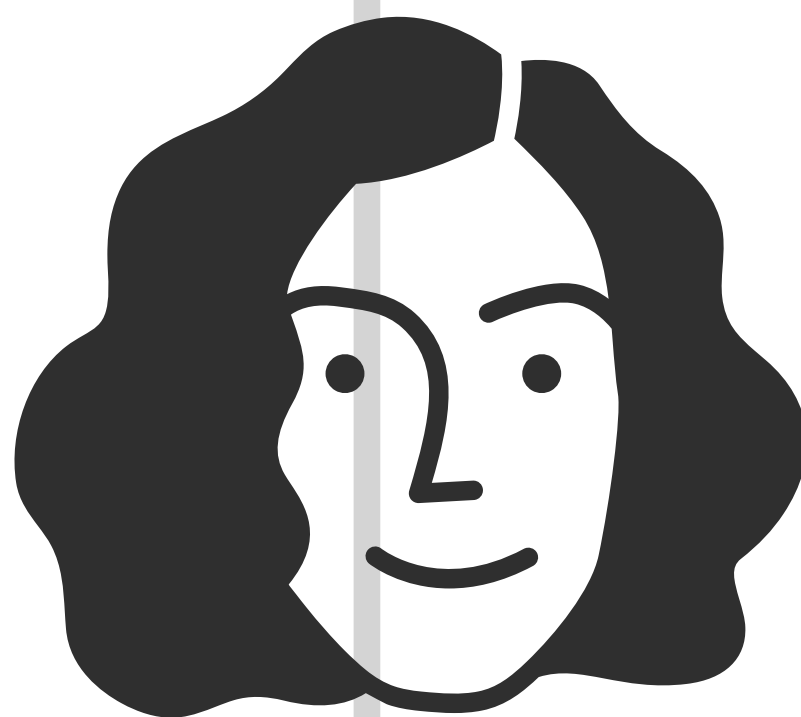
Invoice, bill
expenses

Develop our
private
company in
another
country

Monitory
expenses
project capacity
and other
expenses

Registered
under GST

Project cost



BRIGHT
IDEAS
CONSULTI
NG

Create
professional
invoices

It's helpful
for business

Project
consultant at
India and
outside

Create a total
Financial
Statement of
project
consult

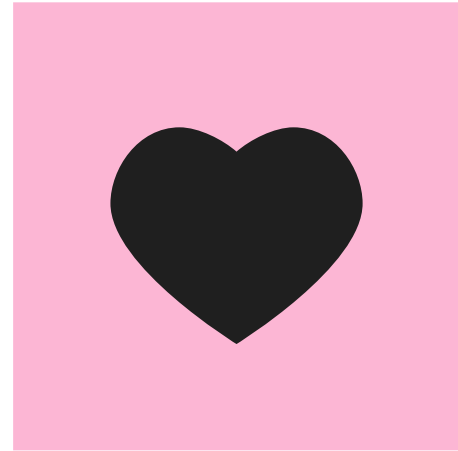
It's increase
our income
of business

It's help of
our Financial
Management



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?