



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?

GST, Record
bill, Profit,
Other
Expenses.

Invoices
Billing.

If consulting
services is
explore at
another
country.

The
software is
help to
business.

Registered
Under GST.

Profitability.



Creat a
Professional
invoice.

Its help to
maintain our
business.

Provide a IT
services in
india and
outside india.

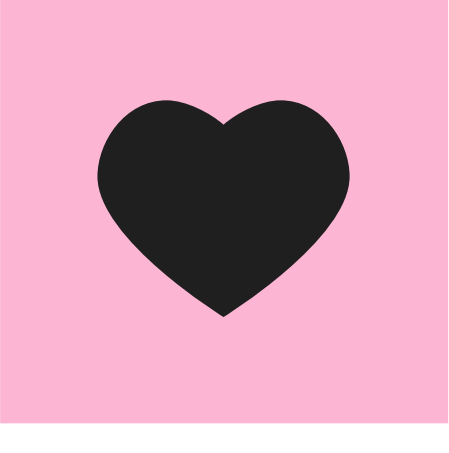
Techpro was
help to
customer
needs.

Improve our
business at
nationality.

It was very
helpful in
business
making.



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?

