



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.

TECHPRO
SOLUTIONS

Short summary of
the persona

Creat a
Professional
invoice.

Provide a IT
services in
india and
outside india.

Techpro was
help to
customer
needs.

Its help to
maintain our
business.

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?