



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?

Client
focused
results
driven.

Talk about your
aspirations in unique
terms, while staying
realistic and always
keeping the position
top-of- mind.

Making your
dreams realty
one client at
a time.

We pride ourselves
in customer service,
integrity and a
passion for helping
our clients.

Isolation occurs
to block
ourselves off
from our outside
world and
relationship.

Avoidance
occurs to make
efforts to not
experience an
event, thought or
sensation.



Dream homes realty

Anxiety
disorders are
social anxiety
disorder

Keep
separate
list.

Take your
time.

Start a clip
file.

You can have
more than
one anxiety
disorder.

Anxiety caused
by stress may
persist long
after the trigger
is removed.



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?