



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?



Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?



Does

What behavior have we observed?  
What can we imagine them doing?



Educonnect learning centre

EduConnect Learning Center, an educational institution

its very useful to college students

it is cloud data accounting data maintance easily and secured one

digital content librarey colaberating learning with social media

uses Zoho Books to manage their donations, track expenses, and handle grant finances.

y can generate donor receipts, track expenses related to educational programs, and generate financial reports.

Zoho Mail is a secure and powerful e-mail platform for teams of all sizes. Easy to get started with or migrate to.

ts interface is immediately intuitive, so it's easy to learn and use. You can connect other Zoho apps, even on the free plan, but paid plans get access to hundreds of apps. Zoho CRM's mobile app gives you quick access to your contacts, leads, notes and deals.

Workforce identity and access management for cloud businesses. A virtual HQ for your teams with email, chat, docs, and more.

It's a single secure location to keep up with your company's bills and invoices, reconcile your bank statements, control your spending, oversee projects, and eliminate GST compliance worries.

Zoho Books allows you to understand your business's financial trends and analyze growth patterns.

Zoho Books is your one-stop platform for managing your accounting tasks and organizing your transactions.