



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?



What are their thoughts and emotions when considering expenses?

\*Think/  
Feel:\*

\*Think/  
Feel:\*

\*Think/  
Feel:\*

\*Think/  
Feel:\*

\*Think/  
Feel:\*



\*Think/  
Feel:\*

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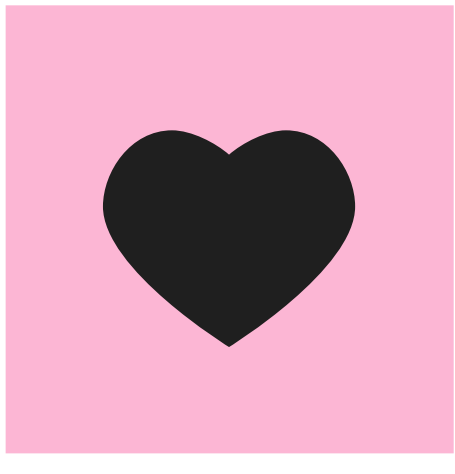


Does

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?



[See an example](#)