



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?

Is there a minimum order & service charge?

Do you offer private dining?

More customer interaction.

Add a touch of elegance to any event.

Do you offer payment plans or credit accounts?

What makes a good catering services?

Travel catering.

Good service.



Preparation and maintenance of zoho books for Fresh Bites and Catering

More customer interaction

Focus the conversation on facts and data

Food preparation, event planning, or business management.

Affection to detail

Simple and standard formatting.

Good customer service.

Artistic and enterprising.

Gratify, humor, purvey, supply.



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?