



**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?

Project details

Project expenses

Collabrated Companies

Head office & Branches

Record billable hours

Generate professional invoices



Credit Note

To know the financial position

Manage Clients

Online/  
offline  
Payments

Employee details

Project Complition



**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?