

### Says

What have we heard them say?  
What can we imagine them saying?



*Personal loans, Mortgages, Auto Loans, Student loans, Business Loans and many more. They are offered by Banks, Credit Unions, and other Financial Institutions, and the terms of the loan*

*Interest Rate, Repayment Period, and fees, Very depending on the lender and the type of Loan.*

### Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?



**Better Security Measures**

**Need Minimum Human Interaction**

## Banker

**Verify Scanned documents manually**

*property documents and Salary Certificate has been seriously viewed*

**Final approval will be only by a human being (Manager)**

**Expected a reliable software solution for loan approval**

### Dose

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?



Let's connect our  
Ideas-then organize



Q  
Peoples

Alpha  
Team

Helpful links



Team Working Agreement  
Here

Please  
Review

