



**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?

Include GST,  
Rate other  
expenses

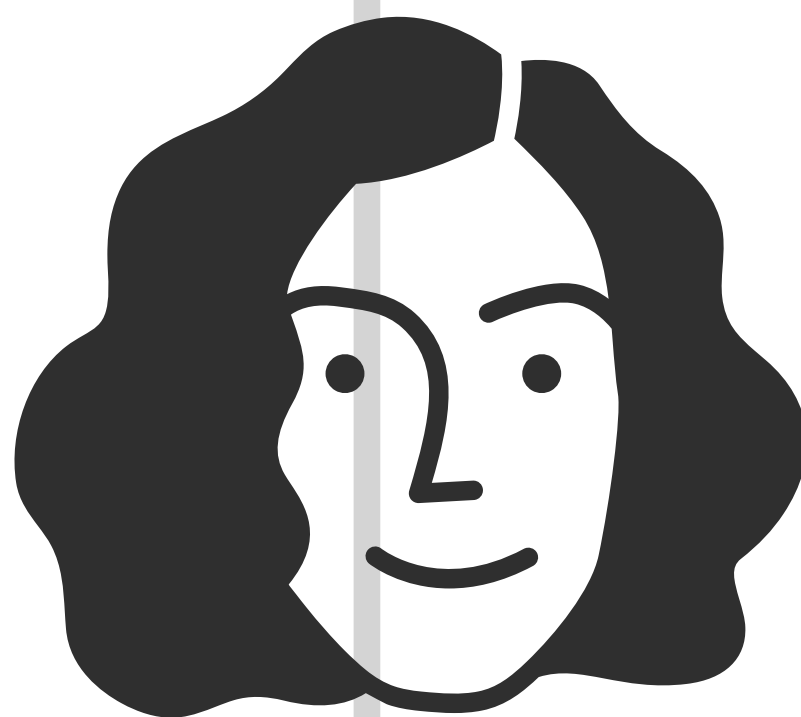
Invoice, bill  
expenses

Develop our  
private  
company in  
another  
country

Monitory  
expenses  
project capacity  
and other  
expenses

Registered  
under GST

Project cost



BRIGHT  
IDEAS  
CONSULTI  
NG

Create  
professional  
invoices

It's helpful  
for business

Project  
consultant at  
India and  
outside

Create a total  
Financial  
Statement of  
project  
consult

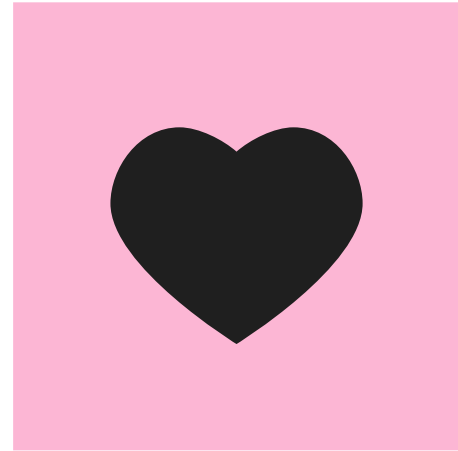
It's increase  
our income  
of business

It's help of  
our Financial  
Management



**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](#)