



Says

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



Thinks

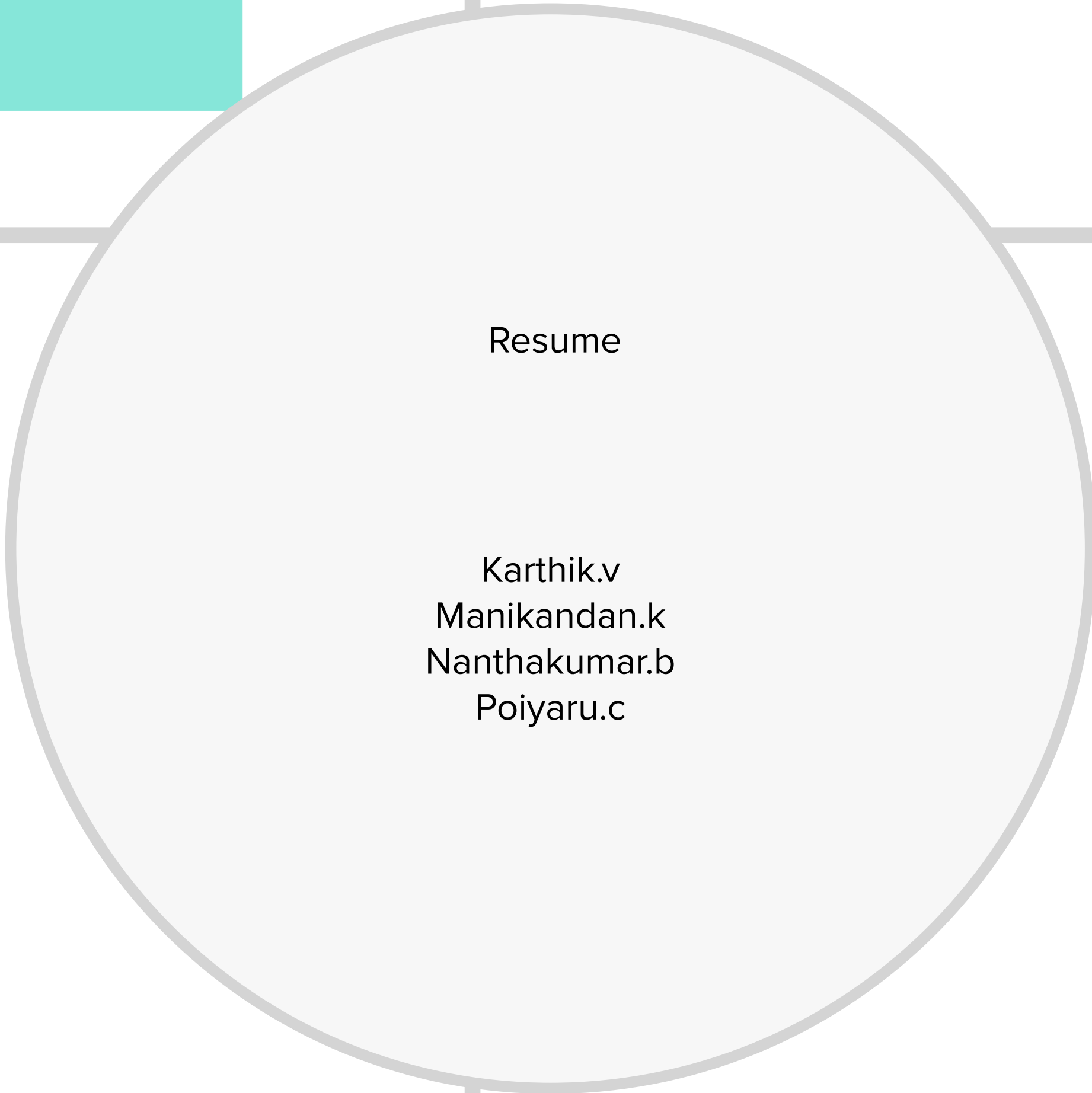
What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Your resume
is good

. To be successful in
my career, I always
have a step-by-step
plan, which I follow
and adapt
depending on the
alw

I am forward
thinking and
understands the
value of teaming
and strategic
thinking.

Your resume
model is very
nice



Understand
what the
hiring
manager is
looking for. ...

skills to
produce a
unique
professional
resume.

A good resume
can give you all
the support that
you require.

Add
pertinent
skills.



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?