## Says

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

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



What business challenges do you face?

> How do you plan to enhance your growth?

What business Developing challenges new clients. do you face? b) Innovating c) Keeping new ideas to the right stay resource. competitive. d) Staying profitable.

what are Done for the popular you consulting models? Couching Done with (one-onone) you Group Couching (one-tomany)

**Thinks** 

What do you want to prioritize?

You want to What do deliver you want to solutions that prioritize? meet your clients needs and b) Collecting expectations. suggestions. d) Provide c) Analyze client's solutions problems. for us.

How do you Be honest a) Identify plan to about where your are of enhance your strength expertise: your growth? and expertise. Setting goals helps you b) Set know what c) Make a goals: you're working website toward. Website gives more reach for your d) Create business. offerings

what are the popular consulting models?

# Preparation and maintanence of zoho books for Bright Ideas Consulting

Good consultants demonstrate skills that offer concrete and specific information to help solve a problem.

The suggestion given by the consultant being problemsolving.

With the help of bright ideas clients were able to customize it to meet our needs.

> Clients may get good experience.

Communications between clients should clearly and emphatically.

Give application support.

Bright idea can really provide bright ideas in your organization.

Clients would

have good

customer

support.

Bright idea consulting is best in the market for innovation management.

# 

### Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



**Feels** 

