



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?

Generating invoices and managing customer payments seamlessly is crucial for our online retail business.

Data accuracy in financial records is essential for our online retail operations.

We appreciate the financial reports Zoho Books provides for informed decision-making.

What strategies can we employ to ensure the accuracy of our financial records?

Can Zoho Books provide insights into cost-saving opportunities within our retail business?

What are the best practices for utilizing Zoho Books to its full potential for both B2B and B2C customers?

Explores Zoho Books for potential customization to meet specific retail business needs.

Actively uses Zoho Books to manage inventory and track sales efficiently.

Relies on Zoho Books to generate invoices and manage customer payments seamlessly.

Hopeful that Zoho Books will continue to support efficient retail operations.

Appreciative of the tools and features that Zoho Books provides for their online retail business needs.

Committed to maintaining accurate financial records through Zoho Books.



Fashion Haven



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?