**Thinks** Says What are their wants, needs, hopes, and dreams? What have we heard them say? Mind map What can we imagine them saying? What other thoughts might influence their behavior? I want to be able to workmore Foods are quickly very taste What do What else you think? Fresh Bites Catering Short summary of the persona research Makes Decision Focused complete Excited processes **Feels** Does What are their fears, frustrations, and anxieties? What behavior have we observed? What other feelings might influence their behavior? What can we imagine them doing? See an example