



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?



Feels

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



Does

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



Going above
beyond to find

revalitionizing
home to sales
with all

i stillthink home
is the
investment any
individual can
make

home is astarting
place for love
hope and
dreams

your path
become a
home
owner

to became a
game for
reality sector

consumer
demand to be
the epicenter
of real estate
growth

its vital to
prospective
home buyers
cutting

there always
the fear in
the back of
my mind

high quality
real estate
picture can
given home
buyers

a company
they
unfamiliar
with

customer face
uncertainty
when they buy
a product for
the first

