



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?



The price expectation may alter the purchase behavior in either way,accelerating towards or deferring from the current purchase.

Customers want sales people to present innovative solutions to problems.They look for responsiveness and creativity.

House price prediction can help the developer determine the selling price of a house and can help the customer to arrange the right time to purchase a house.

Shows me how to avoid potential landmines customers look for salespeople who understand their needs better than they do.

The wealth effect is likely to cause an increase in consumer spending.

A rise in the prices of constructions material has forced prices up though.

Prediction house prices are expected to help people who plan to buy a house so they can know the price range in future , then they can plan their finance well.

Help the developer determine the selling price of a house and can help the customer to arrange the right time to purchase a house.

We are listening ,understanding needs,thanking the customer and promoting a positive, helpful and friendly environment will ensure they leave with a great impression.

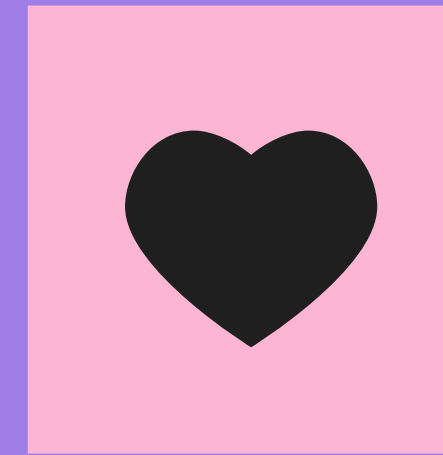
A happy customer will return often and is likely to spend more.

Every customer wishes to feel like a valued customer, but doing something extra special goes a long way.



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?

See an example