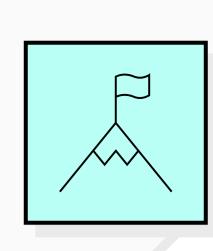
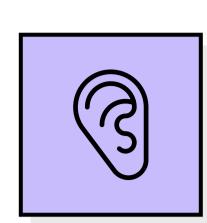




Consult with patients, analyze images, seek second opinions, stay updated on latest research, conduct tests and evaluations.\





What do they HEAR?

Discussions about rising melanoma cases, new technologies in skin cancer detection, patient stories and concerns



What other thoughts and feelings might influence their behavior?

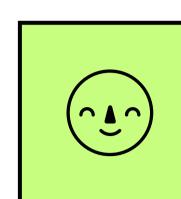
Driven by the potential to save lives, passionate about improving

diagnostic tools, curious about technological advancements

PAINS

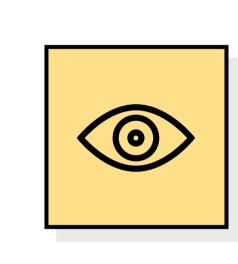
What are their fears, frustrations, and anxieties?
Fear of misdiagnosis, overwhelmin g workload, stress due to

critical nature of melanoma



GAINS

What are their wants, needs, hopes, and dreams? Staisfaction from accurate diagnoses, relief from successful treatments, professional growth through continuous learning and improvement



What do they SEE?

Various skin lesions, diverse patient cases, evolving technology in dermatology

What do they SAY?

Collaborate with medical experts, experiment with models, attend conferences for advancements, refine algorithms based on feedback

