

## 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?



"We provide innovative solutions to your business challenges."

"Our expertise can transform your company."

"Will Bright Ideas Consulting understand my unique business needs?"

"Can they really deliver on their promises?"

Bright Ideas Consulting

Vaishnavi.V

Amritha.T Thanga Meena.S Deepli Grace.M Srivarshan.S

Visit the Bright Ideas Consulting website.

Contact them for an initial consultation.

Excitement about the potential for positive change.

Concern about the cost of consulting services.

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?



