



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?

Apart from mobile app have a call service which gives the realtime value and suggestion to customers.

I focus on sweet shop prepares and sells at least 100kg kg. of sweets per day.

Provide multiple offers and a feature like cash back

It is a Fresh, high quality
Handmade delicacies simply south

Introduce new flavors sweets day by day



very friendly, patient and helpful in helping us find what we were looking for.

He helped clarify many questions I had regarding

I believe he had my interest at heart and found the best coverage for me at a good price.

Keerthi sweets products are much softer than any other products in the market.

Keerthi Sweets Special is creating value for customers by meeting their needs.



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?