

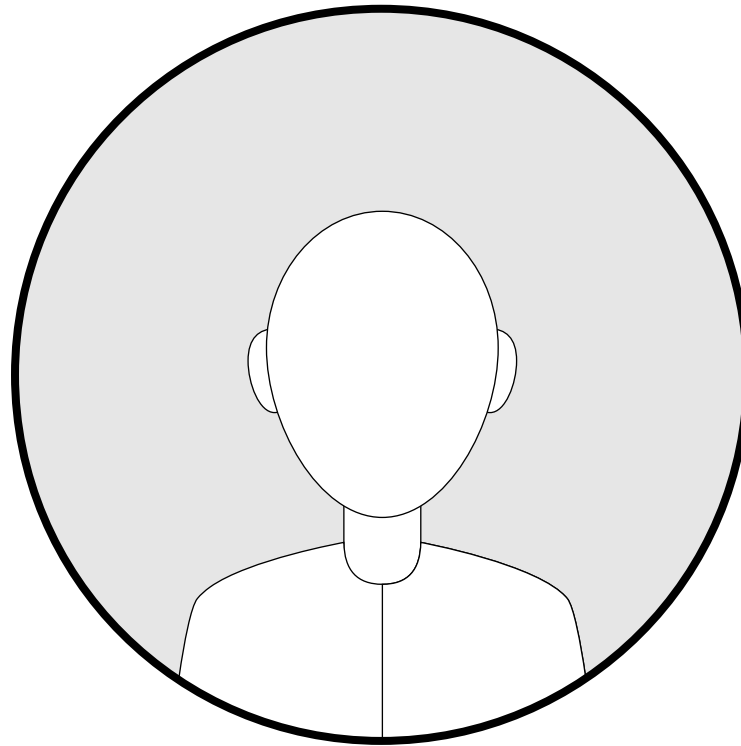
Name &
Description

Thinking & Feeling

*What is important to this person?
Hopes, dreams, fears, concerns?*

Gains

*What does this person hope to achieve?
What does success look like?*



Hearing

Who/what influences this person?

Pains

*What obstacles or challenges
does this person face?*