McLELLAN MARKETING GROUP

Where strategy and passion collide

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The Basics:			
Gender: Age: Lives where Lives in a w			

Family/Friends:

Describe his/her family: What three words would friends use to describe him/her? What annoys his/her family:

Work:

What is he/she like at work? Profession:
Yrs. Experience:
Education:

Play:

Hobbies/Loves: How does he/she like to entertain:

Choices:

Drives: How does he/she dress?

Belief System:

What does he/she love: What does he/she value? What does he/she fear? Biggest headache? Why does he/she care about what you sell?

You add 4-5 questions and their answers based on group work:

His/her name?





