

PEOPLE WHO INFLUENCE ME

I THINK & FEEL

WHAT REALLY MATTERS TO ME? WHAT OCCUPIES MY MIND? WHAT ARE MY WORRIES AND **ASPIRATIONS?**

ISEE

WHAT ARE OTHERS LIKE ME DOING? WHAT COMPETITORS AM I LOOKING AT? WHAT IS MY BOSS

LOOKING FOR?



I SAY & DO

WHAT AM I OUTSPOKEN ABOUT? HOW HAS MY BEHAVIOUR CHANGED? HOW DO I WANT TO BE PERCEIVED?

SO TELL ME

YOUR BRAND STANDS FOR

VALUES I HOLD



TOPICS TO INTEREST ME

IHEAR

WHAT ARE FRIENDS, FAMILY, **BOSS AND** INFLUENCERS SAYING TO ME?

SO TELL ME

BRANDS I ADMIRE

GAINS

