Based on ten customer interviews and observations from the Fairplane expense tracker team





Updating, checking the money balance .



## **Entice**

How does someone initially become aware of this process?



## **Enter**

What do people experience as they begin the process?



## Engage

In the core moments in the process, what happens?



## Exit

What do people typically experience as the process finishes?

Prompt for review



# Extend

What happens after the experience is over?



## Steps

What does the person (or group) typically experience?





View detail of the savings,















Leave the application









#### Interactions

What interactions do they have at each step along the way?

- People: Who do they see or talk to?
- Places: Where are they?
- Things: What digital touchpoints or physical objects would they use?



Customer can save the required money through our application.

Category limit section of the website, iOS app,o Android app



Payment overlay within the website, iOS app, or Android app



Simple to locate and cut down on unnecessary Direct interactions with the application To overcome the

Ability to track the Budget Details



#### Goals & motivations

At each step, what is a person's primary goal or motivation? ("Help me..." or "Help me avoid...") For utility bill reminders, use sticky notes.

Help me leave the money good feelings and no awkwardness

Help me see ways to enhance my money



#### Positive moments

What steps does a typical person find enjoyable, productive, fun, motivating, delightful, or exciting?

Savings that had

People generally save their money manually

People like looking back on their past savings



## Negative moments

What steps does a typical person find frustrating, confusing, angering, costly, or time-consuming?

money spent

Maintain and mo the organization details

Confused about the money savings

We have very low review rates (15% of people review experiences )



## Areas of opportunity

How might we make each step better? What ideas do we have? What have others suggested?