### Josh



Age: 34 Work: Marketing Director Family: Married Location: Columbia, SC Character: The Marketer

#### Personality

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#### Goals

- To Grow a strong industry reputation.
- Build my own industry.
   To expand and learn new skills.

#### Frustrations

- Managing time to workout.
- Poor communication Data crashes

Josh wants to improve his skills in the marketing industry as a marketing director and still be able to maintain his health at the

#### Motivation

Incentive Fear Growth

#### Preferred Channels

Traditional Ads Online & Social Media Referral Guerrilla Efforts & PR

# Bill Burr, by Grant Ward



Age: 22 Work: College Student Location: Columbia, SC

### Personality

Introvert	Extrover
Thinking	Feeling
Sensing	Intuition
Judging	Perceiving

### Frustrations

- . I don't feel confident in my body around others.
- · I feel too skinny compared to my friends and family.
- . I need to find time to eat more.
- · I need to find out what foods will give me the best muscle
- · My friends always call me a "stick figure".

#### Goals

- · Gain more muscle.
- · Find a healthy meal plan to use.
- Get in better overall shape by eating better and going to the
- · Better manage my time for the gym and for school.

### Bio

My name is Bill Burr and I want to try to gain more weight by eating properly and going to the gym regularly. I am currently enrolled at the University of South Carolina and I am majoring in Business. I'm busy all the time time with school work and am trying to fit in my health along with school.

### Motivation

Incentive			
Fear			
Growth			
Power			
Social			

### Jill Bennet by Jackson Williams



"I want to be able to keep track of my health and be happy."

Age: 37 Work: Computer Programmer Family: Married, kids Location: San Diego ,California

#### Personality

Introvert	Extrovert
Thinking	Feeling
Sensing	Intuition
Judging	Perceiving

#### Goals

- · To live a healthier lifestyle
- · Lose weight
- Gain muscle

### Frustrations

- Poor time management
- · Gets tired easily
- Not knowledgeable about food and health

#### Bio

My name is Jill Bennet and I want to lose weight by keeping track of my calories and exercises. It's hard to do it on my own because of my job and my family.

#### Motivation

Social

Fear Growth

### **Timothy Bennett**



'The world is a stage, the stage is a world of entertainment" -Howard Diets

Age: 25
Work: Reporter
Education: Queens University
of Charlotte
Location: Charlotte, North
Carolina

#### Goals

- Loose weight.
- Become a newspaper editor.
- Travel to Europe.

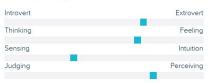
### Frustrations

- Struggles to maintain a health diet.
- Seams to gain weight no matter what he eats.
- Feels stuck in is current position.

### Bio

Timothy is journalist for a small local new paper where he writes about the entertainment scene in Charlotte. Timothy is over weight and and trying to to get in shape but working out, by itself, just isn't getting the job done.

#### Personality



### Motivation

Fear
Growth
Power
Social

#### **Preferred Channels**

Traditional Ads
Online & Social Media
Referral
Guerrilla Efforts & PR

# Thomas Trainer, by Logan West



"Yeah, I'm into fitness, fitting this workout into my day!"

Age: 43 Work: Software Engineer Family: Married, No Kids

Location: Chicago, Illinois Character: Fitness Guru

## Personality

Introvert	Extrovert
Thinking	Feeling
Sensing	Intuition
Judging	Perceiving

#### Goals

- · To keep track of what I eat more effectively
- Interact and make friends with others through dieting and fitness
- · Feel more confident in myself
- · Motivate others to diet and exercise

### Frustrations

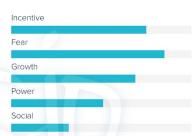
- Finding others with the same dieting and fitness mindset
- · Keeping track of my diet without overcomplicating it
- Not feeling confident with my body or my lifestyle

#### Bic

My name is Thomas Trainer, I have been into fitness since I was 18 and love to exercise. I got my bachelors in computer science and am a software engineer for a small technology company in Chicago. My wife and I live in the suburbs and don't plan on having kids.

Though I love exercising, I hate dieting which really takes a toll on my exercising life. I feel strong and healthy, but I am not confident in how I look or feel sometimes. I also crave some interaction with others with my same mindset and want to motivate others as well.

#### Motivation



### Brands & Influencers



### **Preferred Channels**

Traditional Ads		
Online & Socia	l Media	
Referral		
Guerrilla Efforts	0 DD	