



Steve

“Working out is such a great stress reliever, but I get bored easily.”

## DEMOGRAPHICS

**Age** 23

**Works For** StartUp in Austin, TX

**Job Role** Software Engineer

**Education** BS in Computer Science

**Family Status** Single

## ENVIRONMENT AND MOTIVATIONS

Steve is a creative software developer who is two years out of school. He is fascinated with productivity and reads blogs like [lifehacker.com](http://lifehacker.com) and uses Trello to manage his own todo list. He is a jogger and desperately wants washboard abs. He has ADHD.

To help pay off his student loans, he has put himself on a budget and hasn't yet joined a gym to save money. He lives with two roommates in a three bedroom house.

Key Motivations:

- Fitness
- Seeking a girlfriend

## RANKINGS



*Budget and Resources*



*Tech Savviness*



*Leisure time*

## BEHAVIORS

### HABITS TO BUILD

- Working out - particularly weight workouts
- Studying / Learning

### CHALLENGES

- Limited space, money, equipment
- Focus