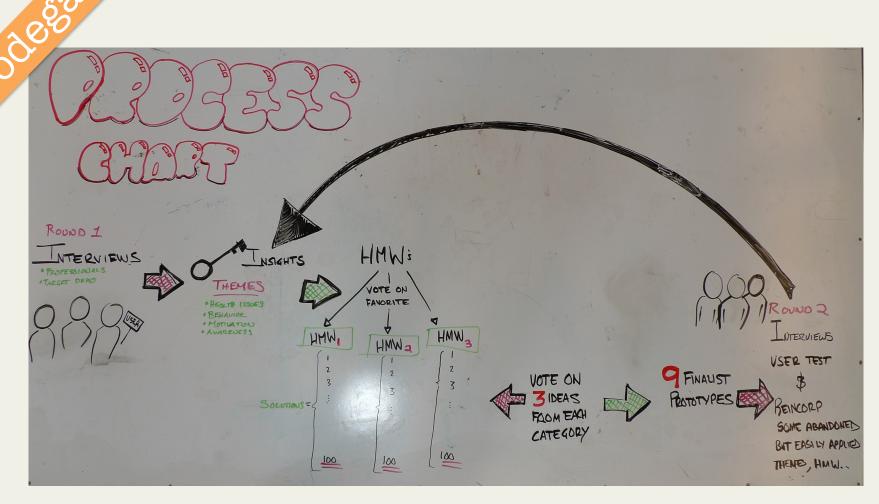
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See



: Understanding







Experts Opinions

Experts and Target Users

Target Users

: First Insights

NUTRITIONAL INFORMATION BARRIER

- People know what is bad for them, but not necessarily why
- People are disconnected from their food

INTERNALIZING WITHOUT ACTION

- Health behavior change often requires life-changing event or illness
- Perceived short-term gains outweigh long-term benefits
- Eating is a multi-tasking activity



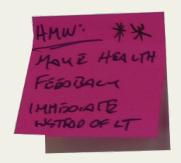














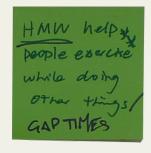
















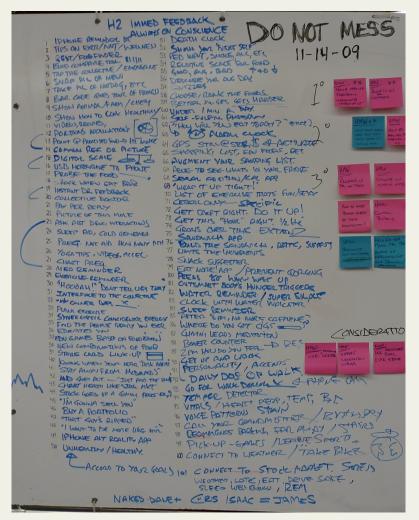


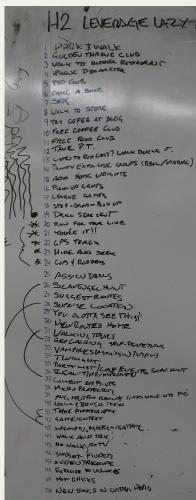






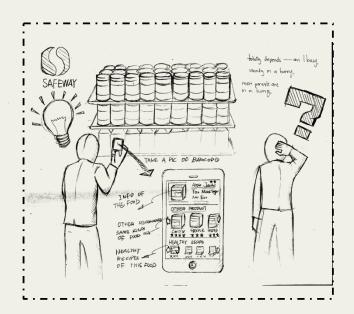
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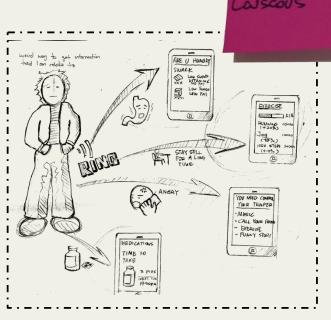




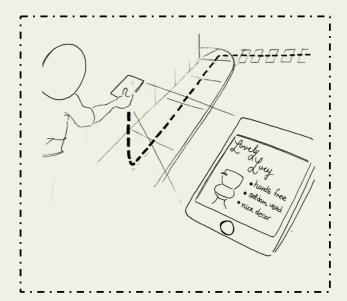
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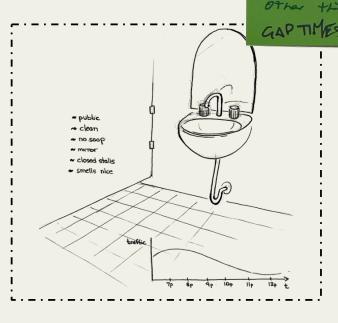
: Early Prototypes





: Early Prototypes

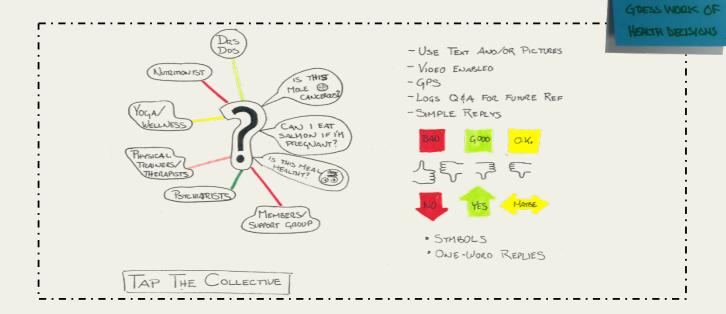








: Early Prototypes



LEVERAGE THE

: Empathy and Feedback

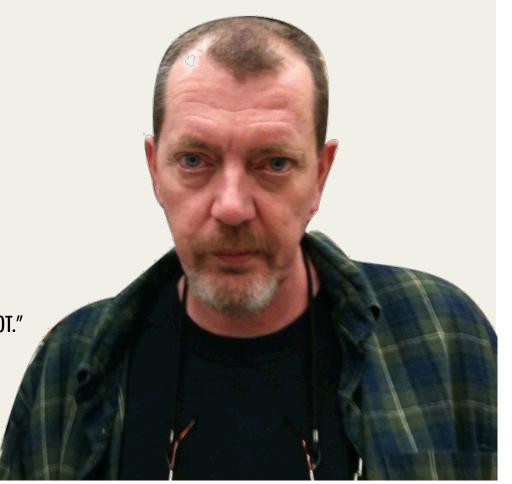
Doug, 50s Retired EMT

Gained 25 lbs in the last 6 months

"There is not a lot of fresh food in Missouri."

"We used to eat a lot of processed foods. I mean a LOT."

Guy Fenetti taught him to avoid processed foods.



: Empathy and Feedback



: Empathy and Feedback

Charlotte, 43
Self-employed with 12 year-old son

Attends weight watchers with other generally healthy girlfriends

Snaps pictures of wine and sends to her friends on iPhone

"What you eat is more important that what you don't."

Feels her nutritional knowledge gives her social clout

Buys organic fruit for her son, but not for herself.



: Driving Insights

- People need room to choose their mentors
- People desire friendly, engaging, and playful mentors
- Desirable mentors motivate behavior change effectively
- People yearn to be a desirable mentor to others
- Being another's mentor offers social clout

P.O.V.

Stephanie is a 39-year old real estate agent who lives in Redwood City with her husband and 12-year-old son. She is an aspiring photographer and has nearly every episode of Jamie Oliver's "The Naked Chef" saved to TIVO. Although she rarely has time to exercise, she tries to eat well despite the extra effort. She admits, however, to occasionally indulging in Wendy's French fries dipped in a chocolate Frosty.

The majority of her nutritional knowledge comes from the Food Network and close circle of girlfriends. She would love to grocery shop with her friends more often, but can never seem to co-ordinate a convenient time between them.

Stephanie wishes there was a way to somehow share food knowledge and recipes with her friends wherever and whenever they wanted. Stephanie says that sharing knowledge about healthy foods is very hip and ups your cultural cachet points. Beyond her desire to eat healthfully, it is this playful exchange among friends that keeps her engaged and always looking out for the next health scoop.

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Monetization



Application download from iTunes store



Embedded brand-specific ingredient advertisements



Formal relationship with Food Network and other corporations



Sponsorship and support through various health-awareness organizations

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