INFORMATION KEY PRIMARY **CHARACTERISTICS SECONDARY CHARACTERISTICS TERTIARY CHARACTERISTICS** COMMON TRAITS **PRIMARY** LOVES TO DRINK 23 YRS OLD VERY PROFESSIONAL LISTENS TO COFFEE AND HIGHLY EXPERIENCED **TRANSFER** JAZZ AND **READ BOOKS** IN DEGREE WORKS STUDENT POP IN CAFE'S VERY ORGANIZED IS VERY DIRECT VERY EAGER TO EATS VEGAN AND BUT KNOWS WHEN AND KNOWS LEARN HOW TO VEGETARIAN TO BE FUN WHAT TO DO **USE PROGRAMS FOODS** NO CRASHES **SECONDARY EASY TO NAVIGATE** AGES 19-21 YRS **DESIGN SHOULD** VERY HIPSTER **EASY OLD STUDENT** BE ATTRACTIVE LIFESTYLE **ACCESS** AND MINIMAL OF MSU NOT OVERWHELMING LISTENS TO NEEDS TO KNOW MORE OUTGOING PART TIME STUDENT **CHILL VIBES** WHEN TO LAID BACK, AND FULL TIME WORKER AND R&B **UP TO** REGISTER RELAXED MUSIC DATE AGE 25-35 FAIRLY FAMILIAR ALREADY HAS LIKES LIVE MUSIC GRADUATE WITH THE A CAREER DEGREE WORKS STUDENT LIKES TO WATCH **USES DEGREE WORKS** HAS ALREADY VIDEOS ON LOVES TO TO SHOW THEIR **TERTIARY** SETTLED DOWN YOUTUBE, HULU TRAVEL PROGRESS TO AND NETFLIX **EMPLOYERS**