**Brand discovery channels** 

(7 options including make you feel valued

and improve your day-to-day life)

(15 options including the brands I buy

**85+ CPG RETAILERS, INCLUDING:** 

reflect my values and when I find a brand

search engines)

**Brand qualities** 

socially responsible)

**Brand initiatives** 

**Brand attitudes** 

SEPHORA



## **Demographics**

# Personal demographics

Gender identity Sexual orientation Educational attainment Generational status (including birthplace and family origin)

### Race & ethnicity

Ethnicity and racial identity Country of family heritage Connections to heritage Parent/child heritage activities Heritage/culture attitudes Hispanics media consumption Language preferences

# Location

Relationship status

Region, State, DMA & County Living environment

## Household & family composition

Household composition Number/age of children Grandchildren Pets in household Life events in next six months (15+ options including get engaged, get a new pet)

# **Attitudes & interests**

### Interests

80+ total interests including: Arts & culture interests Current affairs & business interests Entertainment interests **Environment & nature interests** Food & drink interests Lifestyle interests Mind. body & self interests

## Attitudes & self-perceptions

Technology & science interests

Risk taking Standing out Character qualities Self-perceptions

# Aspirations, priorities & concerns

Hopes & aspirations Fears & worries

# **Expectations in next six months**

Personal/household financing The environment/climate change US economy

# Religious views

# **Political views**

Alcohol

10+ alcohol types

outside of home)

140+ spirits brands

Soft drinks

Wine (types and varieties)

Frequency of drinking alcohol (at home/

Reasons for not drinking alcohol

Alcohol purchase locations by type

120+ beer, cider & flavored beverages

Frequency of beverage consumption

Voting habits/intentions Trust in organizations



### **Sports & exercise**

# Sports & exercise behaviors

Engagement with sports & sporting activities (25+ sports played, followed, watched)

### Gym, running & exercise frequency Fitness services used

## Sports leagues & events

Frequency of watching sports games Engagement with leagues & events (45+ options across American football, basketball, baseball, ice-hockey, soccer, tennis and more)

# Sports teams

150 teams across MLB, BLS, NBA, NFL, NHL

# Sports brands & retailers

Frequency of purchasing sports items 50+ sports brands owned Sports retailers

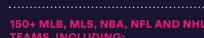
# 50+ SPORTS BRANDS, INCLUDING













# Lifestyle

### Home & property

Property ownership and type Property plans & home purchases in next six months

### Travel

Travel & vacation behaviors (frequency, vacation types and destinations) 85+ travel/vacation brands (travel services, hotel, airline, cruise, theme parks & resorts) Travel attitudes

# Automotive & Transport

Frequency of transport types Number of vehicles in household Vehicle brand(s) in household (45+ brands) Vehicle(s) fuel & model type Auto purchases in next six months Vehicle brands considered Ride hailing/sharing brands Auto attitudes

Frequency of giving/volunteering Causes supported

Usage of dating services 15+ named dating services

# **Betting/gambling behaviors**

Smoking type & frequency

Expedia 🛇 airbnb 🔯 🙏

Southwest WALT DISNEP World Six Flags

**45+ VEHICLE BRANDS INCLUDING** 

CHEVROLET HYLINDA KIN

M mazda Jeep (2) Lexus

# **Professional life & finances**

Annual income (14+ brackets, 4 segments)

### Financial products & investments Type and value of assets & investments

Financial attitudes & behaviors

20 + financial attitudes Financial/insurance plans in next six months Insurance brand drivers

Insurance policies & brands

120+ brands from auto insurance, homeowners or personal property insurance, life insurance, medical/health insurance

# Professional life

Working status & role Number of jobs Industry/sector

Work/education plans in the next six months Veteran status/military interest





















Platform specific features

Snapchat · TikTok · Twitter

Social media actions by platform

Platform specific features /actions

for Facebook/Facebook Messenger

Instagram · LinkedIn · Pinterest · Reddit ·











Alibaba.com amazon





Gaming

Gaming devices & behaviors

Devices used for gaming

Primary gaming device

Games consoles

Gaming activities

**Gaming services** 

Gaming franchises

Gaming motivations

Time spent & frequency of gaming







# Food & drink

# Food, cooking & diet behaviors

Meat consumption, vegetarianism and Food and cooking behaviours (including recipe inspiration and food attitudes) Dietary and food requirements Dieting/Food control

Food product requirements/qualities

Candy/chocolate/ice cream (including frequency of consumption, types and brands) Spreads (including frequency of consumption, types and brands) Milk types Food delivery (food box/kit subscription services and food delivery brands) 60+ QSR Brands by eating occasions

# 15+ FOOD DELIVERY / FOOD BOX BRANDS INCLUDING:

55+ restaurant brands by frequency













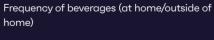








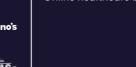












# Health

Perception of health Perception of weight Frequency of feeling unwell

## 40 shorter-term health conditions Frequency of shorter-term conditions Treatment for shorter-term conditions

35+ longer-term health conditions Side-effects of longer-term conditions Non-prescription products used for longerterm conditions

Treatment plans for longer-term conditions

Support sources for longer-term conditions

# **Health behaviors**

Treatment preferences Actions taken when feeling unwell Medical websites visited Frequency of medical visits

# Treatments & medicines

Frequency of treatments Medicine/drug/treatment discovery channels Medicine/drug/treatment influencers Medicine/drug/treatment purchase methods Medicine/drug/treatment locations

Alternative/complementary treatments

# Shorter-term medicine/drug brands

80+ brands including: Internal medicine External medicine Allergy medicine Cough/cold/flu medicine

# Healthcare products

Frequency of using healthcare products Frequency of using sunscreen

# Caregivers

Conditions cared for (30+ options including Alzheimer's, asthma and psoriasis) Caregiver duties

# Online activities & behaviors

# Online behaviors

Online search behaviors Online behaviors (25+ options including listen to podcasts and use online banking)

### Frequency of online sites use Named search engines/tools

Data & privacy

Online browsers used



# Device

Devices owned/used

### Device purchases & attitudes Device purchases in next six months Device/tech brands considered

PC/desktop PC/desktop brands owned

Device/tech attitudes

Device/tech brands influencers

# Social media

### Social media usage 30 social media services used

Reasons for using social media

Social media attitudes

Social media attitudes and behaviors Time spent on social & messaging services Content posted/consumed on social media Favorite social media accounts

















Mobile brands (previous, considered,











10 PC / LAPTOP / DESKTOP BRANDS 15+ MOBILE BRANDS, INCLUDING:

70 GAMING FRANCHISES, INCLUDIN



MARIO MINELRIFT









audio behaviors Music genres Music & audio services used / account type Podcast genres Podcast platforms 850+ radio stations

# Marketing & brand touchpoints | Retailers & shopping

Retail behaviors & attitudes

Extent of mobile shopping

CPG shopping behaviors (35+ options including TV commercials and Shopping responsibility Frequency of shopping by store type Coupon usage by category Organic purchasing by products (15+ options including sustainable and Own label products by category

## In-store/online purchase influencers

Frequency of online shopping behaviors Intended products, policies and purchases in next six months

## Retailers

85+ CPG retailers including Beauty stores Convenience stores Discount & dollar stores Drugstore retailers Health stores Mass merchandiser & wholesale retailers Supermarket/grocery stores 25+ home and hardware retailers

9 electronics & office supply retailers

12 online-only retailers

120+ named retailers





# (10+ options including glasses/spectacles, wristwatch and electric toothbrush)

Apparel purchase drivers





# TV & movies Frequency of watching TV types Frequency of going to the movies

Cord cutters & nevers Second-screen devices & behaviors

120+ TV channels

Time spent on content types 75+ online news & content services used Frequency of reading named newspapers

Frequency of reading named magazines (100+ titles)

Household products

Household products influencers

Bath tissue/toilet paper brands

Household cleaning brands

Laundry detergent brands

Pet products & services

Personal care products

brands, make up product influencers) Haircare (shampoo brands, haircare products and types, shampoo types) Oral hygiene (mouthwash brands, toothpaste brands and toothpaste qualities) Skincare (products, brands, product

90+ luxury/designer brands 65+ fashion retailers & department stores Fashion attitudes



streaming

TV attitudes 30+ TV & movie genres

& print media

(20+ titles)

News attitudes

Time spent & frequency of music &

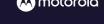
# Frequency of purchasing apparel items

Fashion & beauty subscription services Personal effects: purchases in next six months



News, content & print media Frequency of engagement with news, content





Cosmetics (7 questions covering frequency of wearing make-up/cosmetics, make up products worn, make up and nail product

Deodorant brands



Media

Time spent watching broadcast TV &

# 30+ Streaming & SVOD services

Music & audio

**ば**iPhone S∧MSUNG (1-)LG

Google Pixel M motorola

Personal health

40+ healthcare attitudes

# Vitamin/mineral/supplement types

Sleep medicine

Information and maps tools

Most important device

### Laptop/notebook brands owned Time spent on laptop/notebook

Time spent on mobile

# Mobile

50+ iPhone & Samsung models currently owned Length of mobile ownership

brands, TV streaming device brands,

















COWBOYS LIKERS

# TOYOTA Fired HONDA

# Charitable giving & good causes

Smoking, CBD & Cannabis

# Types of online sites/services used

# Online privacy behaviors/worries/attitudes

Device ownership & usage Time spent on PC/desktop Laptop/notebook

> 20+ mobile brands currently owned Mobile carriers

Time spent on tablet Smart speaker/hub brands, Smartwatch

historical/future loyalty)

Tablet brands owned

Mobile purchase timeframe

Voice assistants, Tracking apps/services