

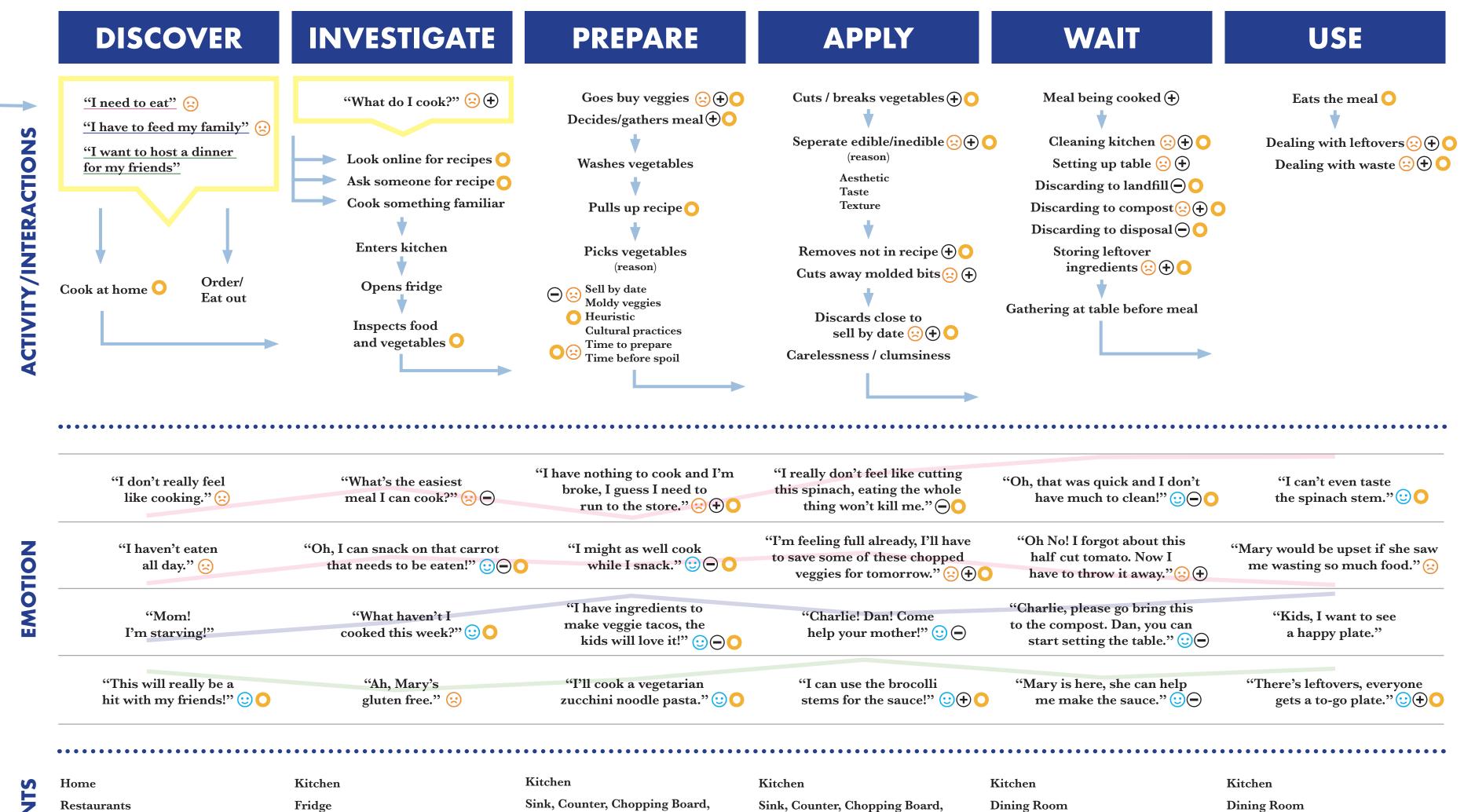
Has to cook Needs to cook Wants to cook Hungry Smell of food Social Media BIllboard See someone eat Walk past restaurant Conversation Stress Procrastination Kids are hungry Family coming home Watching a movie Schedule Billboards Studying/Working Food going bad Diet Heartbreak Celebration Reward New kitchen appliances New kitchen accessories New ingredients **Expiration date** Holiday

CUSTOMER TYPE

- Cooking for myself New to vegetarianism
- 2 Cooking for family Influencer/Champion
- Gooking with someone else Intermediate/Experimental

MAP KEY

- Delight
- Pain
- + Takes time
- Saves time
- Opportunity



Accessories, etc.

Cuttlery, Crockery

Trash, Compost, Disposal

Table

Fridge

Trash, Compost, Disposal

Table

Trash, Compost, Disposal

To-Go Bag/Container

Accessories, etc.

Grocery Store/Market: Kroger,

Farmer's Market, Local, etc.

Device: Laptop, Phone, Tablet, etc.

Delivery: Uber Eats, Waiter, Post

Mates, etc.

Cookbook

Pantry

Online: Website, Blog, App, Media,

Device: Laptop, Phone, Tablet, etc.