



FIND YOUR IDEAL CUSTOMER

A Workbook Full of Easy Exercises To Help You Find
Your People and Make More Sales

AN INTRODUCTION



WHAT IS AN IDEAL CUSTOMER PROFILE?

WHAT GOES INTO AN IDEAL CUSTOMER PROFILE?



Demographics

Social and economical characteristics:

age
gender
income
education
location/city/country
family
occupation

Psychographics

Attitudes, behaviors and aspirations:

hobbies
favorite movies
favorite type of music,
favorite book
personal values
favorite places
travel wishes
clothes/style
favorite food/diet location:
by the beach? CBD?
etc...

A customer profile is a semi fictional representation of who your ideal customer is.

Your ideal customer profile or buyer persona is made of two main categories of information about your best potential customer:

- Demographics : how old are they? how much money are they making? where do they live? what do they do for a living? are they married? have kids? etc.

- Psychographics: what do they do for fun? where do they travel to? where do they wish they could on their next holiday? where do they shop? what do they do on their free time? what movies/shows/bands influence them? what do they wear? etc.

AN INTRODUCTION

THE "FOCUS ON ONE PERSON" RULE

TARGET MARKET



"men living in a major american city, between 25 to 50-year-old, and earning between 55K and 70K a year"

NICHE MARKET



{target market}
+
single with no kids || lives alone
+
vegetarian

IDEAL CUSTOMER



{niche market}
+
works from home, loves craft beers, like to listen to classical music, and spends his weekends hanging out in art galleries

When defining who your ideal customer is, you have to focus on one person and one person only.

The reason is that it forces you to go deeper into understanding your customers habits, preferences, and needs so you can serve them better.

In other words, you need to go deeper than the "demographics" level and really try to understand what moves that one ideal customer, what makes him/her tick.

That extra bit of information about your ideal customer behavior, attitudes, preferences, and values is what will make a big difference to your online shop and business in general.

STEP 2 - WHO CARES?

WHAT DESIRE OR PROBLEM ARE YOU ADDRESSING?

To sell your products successfully, you need to satisfy a specific desire or solve a specific problem.

If we take the dog bed example from the last page, it could be something like
Feature: Aluminium frame || Benefit: Very durable || Problem addressed: "I would love to invest in a beautiful dog bed, but my dog will chew it out in a day so it's not really worth it!!" -> Dog can't chew the bed as it's not made of fabric, plastic or wood.

From the list of benefits you wrote down on the previous page, write down what desires or problems you are addressing with your products. Why would anyone be interested in buying them? What are your target customers after?

WHO HAS THIS DESIRE OR PROBLEM?

What group of people are the most likely to have this problem or this desire?

Once you know what problem your products is solving, you can start coming up with ideas of groups of people that might need this product.

Eg.: "Is it more families with a large breed dog living in a house with a garden? or more single young women living in an apartment in the city with a small dog ?

These are very different type of people even if they have the same problem!

Write down a list of possible groups of people that you think could have the problems or desires your products can address.

3 - FOCUS ON ONE PERSON

IDEAL CUSTOMER PROFILE QUESTIONNAIRE

From the list of groups of people you came up with in the last exercise, pick ONE. I know it's hard because you might think that there's 2 groups of people that make perfect customers for your products. But you need to pick one. It is the only way you are going to be able to define an ideal customer for your online shop.

If you *really* feel that your product can appeal to two very different groups of people and wish to promote it to them equally, you can always do this exercise again and define a secondary ideal customer profile.

My advice though? Stick to one! It doesn't mean you will repel the second group, but it will make your business decisions easier, your brand stronger, and more generally your marketing efforts more efficient.

When you're ready, answer these questions and use the template on the next page to come up with your ideal customer profile.

One last thing: name your fictional character and give them a "face". You can cut a picture from a magazine, or print a picture and glue it on!

I know I know, it sounds soooo silly but it will help you really visualize your ideal customer. So anytime you have to come up with new content, a new product, a new social message, or anything else really... you can ask yourself the one and only question that truly matter in order to grow your shop: Will {insert name here} like this?

{replace 'she' by 'he' if your ideal customer is a man}

What does she do for fun? does she have a passion or hobby?

Where does she spend her weekends?

What music does she listen to?

What's her favorite movie/book?

Who influences her/who does she look up to (artist, political leader, writer, actor, etc.) ?

What does she dream about? wish for?

What websites does she visit daily? weekly?

What magazines does she read?

Where does she spend her holidays? Where would she want to spend her holidays?

What are her personal values?

Whats does she eat (special diet?)

How does she get to work (car, bus, walk, work from home?) ?

What does she look like (hair, clothes, general style)?

Does she live in a house? an apartment? a farm?

Is she married? single? divorced? 2 kids? no kids? 1 kids? how old are they?

Write down anything that you feel can help you describe her with as many details as possible!

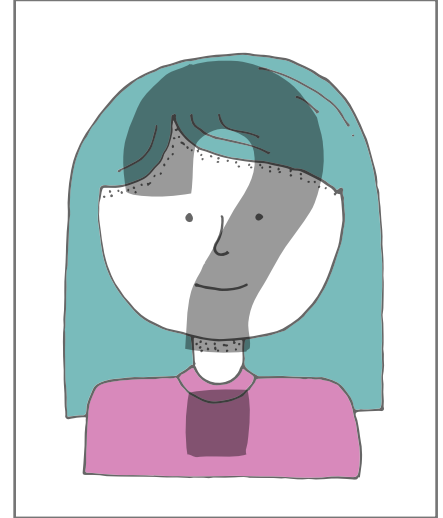
Don't hold back!

IDEAL CUSTOMER PROFILE

NAME:

DEMOGRAPHICS

gender, income, age, location, education, family situation, etc.



*find an image to cut
and glue here* ↗

BEHAVIOR + VALUES

habits, skills, personal values, beliefs.

INTEREST + LIFESTYLE

hobbies, favorite movies/music/book, influencers, clothes/style, food, travel plans, etc.

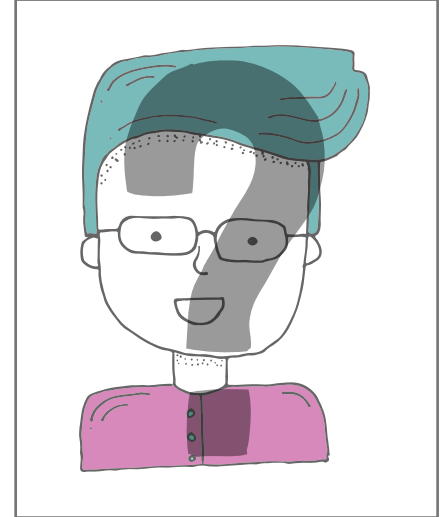
online + offline: what does he read? where does he hang out?

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THANK YOU!

For further help, support and training to help you start, grow and profit from your handmade shop, check out Tizzit HQ



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- LIBRARY OF IN-DEPTH COURSES AND TRAINING
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