

— HOW TO CREATE —
BUYER PERSONAS
— FOR YOUR BUSINESS —



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What Are Buyer Personas?

- Buyer personas are fictional, generalized representations of your ideal customers. They help you understand your customers and prospective customers better, and make it easier for you to tailor content to the specific needs, behaviors, and concerns of different groups.
- The strongest buyer personas are based on market research and insights you gather from your customers (surveys, interviews, etc.). Depending on your business, you could have as few as one or two personas, or as many as 10 or 20. We recommend staying between 3 to 4 personas.



What Are Negative Personas?

- Whereas a buyer persona is a representation of an *ideal* customer, a negative -- or “exclusionary” -- persona is a representation of who you *don't* want as a customer.
- This could include, for example, professionals who are too advanced for your product or service, students who are only engaging with your content for research/knowledge, or potential customers who are just too expensive to acquire (because of a low average sale price, their propensity to churn, or their unlikeliness to purchase again from your company.)

How Can You Use Personas?

At the most basic level, personas allow you to personalize or target your marketing for different segments of your audience. For example, instead of sending the same lead nurturing emails to everyone in your database, you can segment by buyer persona and tailor your messaging according to what you know about those different personas.

If you take the time to create negative personas, you'll have the added advantage of being able to segment out the "bad apples" from the rest of your contacts, which can help you achieve a lower cost-per-lead and cost-per-customer (and see higher sales productivity).

When combined with lifecycle stage (i.e. how far along someone is in your sales cycle), buyer personas also allow you to map out and create highly targeted content.

How Do You Create Buyer Personas?

- Buyer personas are created through research, surveys, and interviews of your target audience. That includes a mix of customers, prospects, and those outside of your contact database who might align with your target audience.
- Here are some practical methods for gathering the information you need to develop personas:
- Interview customers either in person or over the phone to discover what they like about your product or service.

How Do You Create Buyer Personas? (continued)

- Look through your contacts database to uncover trends about how certain leads or customers find and consume your content.
- When creating forms to use on your website, use form fields that capture important persona information. (For example, if all of your personas vary based on company size, ask each lead for information about company size on your forms. You could also gather information on what forms of social media your leads use by asking a question about social media accounts.)
- Take into consideration your sales team's feedback on the leads they are interacting with most. (What types of sales cycles does your sales team work with? What generalizations can they make about the different types of customers you serve best?)

How Do You Create Buyer Personas?

- You can use the following 4-slide template to organize your persona data.
- First, we'll walk you through an example, then we'll leave you with some blank templates so you can get to it!

Name of Persona	SAMPLE SALLY
<p style="text-align: center;">BACKGROUND</p> <p style="text-align: center;">Job? Career path? Family?</p>	<ul style="list-style-type: none"> • Head of Human Resources • Worked at the same company for 10 years; worked her way up from HR associate • Married with 2 children (10 and 8)
<p style="text-align: center;">DEMOGRAPHIC</p> <p style="text-align: center;">Male or female? Age? Income? Location?</p>	<ul style="list-style-type: none"> • Skews female • Age 30 – 45 • Dual HH Income: \$140,000 • Suburban
<p style="text-align: center;">IDENTIFIERS</p> <p style="text-align: center;">Demeanor? Communication preferences?</p>	<ul style="list-style-type: none"> • Calm demeanor • Probably has an assistant screening calls • Asks to receive collateral mailed/printed

Name of Persona	SAMPLE SALLY
<p style="text-align: center;">GOALS</p> <p style="text-align: center;">Primary goal? Secondary goal?</p>	<ul style="list-style-type: none"> • Keep employees happy and turnover low • Support legal and finance teams
<p style="text-align: center;">CHALLENGES</p> <p style="text-align: center;">Primary challenge? Secondary challenge?</p>	<ul style="list-style-type: none"> • Getting everything done with a small staff • Rolling out changes to the entire company
<p style="text-align: center;">WHAT CAN WE DO</p> <p style="text-align: center;">...to help our persona achieve their goals? ...to help our persona overcome their challenges?</p>	<ul style="list-style-type: none"> • Make it easy to manage all employee data in one place • Integrate with legal and finance team's systems

Name of Persona	SAMPLE SALLY
<p style="text-align: center;">REAL QUOTES About goals, challenges, etc.</p>	<ul style="list-style-type: none"> • “It’s been difficult getting company-wide adoption of new technologies in the past.” • ”I don’t have time to train new employees on a million different databases and platforms.” • “I’ve had to deal with so many painful integrations with other departments’ databases and software.”
<p style="text-align: center;">COMMON OBJECTIONS Why wouldn’t they buy your product/service?</p>	<ul style="list-style-type: none"> • “I’m worried I’ll lose data transitioning to a new system. • “I don’t want to have to train the entire company on how to use a new system.

Two vital pieces most Buyer Personas are missing

- Motivation and Emotive Context – Remember your customers are people, not numbers. Determine what motivates each of your buyers to make a purchase. What triggers your prospects to purchase?
- Technographic Data - Understanding what technologies a company uses and how they use them provides a ton of insight. Using this information, sales reps can further tailor sales pitches and have more informed conversations with prospects.

Name of Persona	SAMPLE SALLY
<p align="center">MOTIVATION & EMOTIVE CONTEXT</p> <p>Determine what motivates each of your buyers to make a purchase. Is it frustration? Is it the satisfaction of getting a good deal? Or did you just catch them at the right time?</p>	<ul style="list-style-type: none"> • Motivated to provide the best services to her employees. • Motivated to show how she provides value to her company. • She needs to get C-suite approval, therefore the sales process is longer.
<p align="center">TECHNOGRAPHIC INFORMATION</p> <p>Technographics are the essential technologies and tools organizations use to run their business. Think everything from CRMs to auto-dialers.</p>	<ul style="list-style-type: none"> • Zenefits Z2 or Bamboo HR software • Salesforce or HubSpot CRM • Teamwork or Basecamp Project Management

Name of Persona	SAMPLE SALLY
<p align="center">MARKETING MESSAGING</p> <p align="center">How should you describe your solution to your persona?</p>	<ul style="list-style-type: none"> • Integrated HR Database Management
<p align="center">ELEVATOR PITCH</p> <p align="center">Sell your persona on your solution!</p>	<ul style="list-style-type: none"> • We give you an intuitive database that integrates with your existing software and platforms and lifetime training to help new employees get up to speed quickly.

Your Turn!

- We've provided blank templates for developing three personas.
- If you need more, simply select the slides on the left-hand side, right click, and choose "Duplicate."



Name of Persona	Persona 1
<p style="text-align: center;">BACKGROUND</p> <p style="text-align: center;">Job? Career path? Family?</p>	<ul style="list-style-type: none"> • Job • Career Path • Family life
<p style="text-align: center;">DEMOGRAPHIC</p> <p style="text-align: center;">Male or female? Age? Income? Location?</p>	<ul style="list-style-type: none"> • Gender • Age • Income • Location
<p style="text-align: center;">IDENTIFIERS</p> <p style="text-align: center;">Demeanor? Communication preferences?</p>	<ul style="list-style-type: none"> • Demeanor • Communication Preference

Name of Persona	Persona 1
<p style="text-align: center;">GOALS</p> <p style="text-align: center;">Primary goal? Secondary goal?</p>	<ul style="list-style-type: none"> • [Type in Primary Goal] • [Type in Secondary Goal]
<p style="text-align: center;">CHALLENGES</p> <p style="text-align: center;">Primary challenge? Secondary challenge?</p>	<ul style="list-style-type: none"> • [Type in Primary Challenge] • [Type in Secondary Challenge]
<p style="text-align: center;">WHAT CAN WE DO</p> <p style="text-align: center;">...to help our persona achieve their goals? ...to help our persona overcome their challenges?</p>	<ul style="list-style-type: none"> • [Type in What We Can Do Point 1] • [Type in What We Can Do Point 2]

Name of Persona	Persona 1
<p style="text-align: center;">REAL QUOTES About goals, challenges, etc.</p>	<ul style="list-style-type: none"> • [Type in Quote 1] • [Type in Quote 2] • [Type in Quote 3]
<p style="text-align: center;">COMMON OBJECTIONS Why wouldn't they buy your product/service?</p>	<ul style="list-style-type: none"> • [Type in Common Objection 1] • [Type in Common Objection 2]

Name of Persona	Persona 1
<p data-bbox="570 405 1072 444">MARKETING MESSAGING</p> <p data-bbox="417 462 1225 548">How should you describe your solution to your persona?</p>	<ul data-bbox="1340 248 2053 291" style="list-style-type: none"><li data-bbox="1340 248 2053 291">• [Type in your marketing message]
<p data-bbox="657 901 986 939">ELEVATOR PITCH</p> <p data-bbox="519 958 1123 996">Sell your persona on your solution!</p>	<ul data-bbox="1340 729 1946 772" style="list-style-type: none"><li data-bbox="1340 729 1946 772">• [Type in your elevator pitch]

Name of Persona	Persona 2
<p style="text-align: center;">BACKGROUND Job? Career path? Family?</p>	<ul style="list-style-type: none"> • Job • Career Path • Family life
<p style="text-align: center;">DEMOGRAPHIC Male or female? Age? Income? Location?</p>	<ul style="list-style-type: none"> • Gender • Age • Income • Location
<p style="text-align: center;">IDENTIFIERS Demeanor? Communication preferences?</p>	<ul style="list-style-type: none"> • Demeanor • Communication Preference

Name of Persona	Persona 1
<p>MOTIVATION AND EMOTIVE CONTEXT</p> <p>Determine what motivates each of your buyers to make a purchase.</p> <p>Is it frustration? Is it the satisfaction of getting a good deal? Or did you just catch them at the right time?</p>	<ul style="list-style-type: none"> • [Type in motivation(s)] • [Type in emotive context]
<p>TECHNOGRAPHIC INFORMATION</p> <p>Technographics are the essential technologies and tools organizations use to run their business. Think everything from CRMs to auto-dialers.</p>	<ul style="list-style-type: none"> • [Type in technographic information]

Name of Persona	Persona 2
<p align="center">GOALS</p> <p>Primary goal? Secondary goal?</p>	<ul style="list-style-type: none"> • [Type in Primary Goal] • [Type in Secondary Goal]
<p align="center">CHALLENGES</p> <p>Primary challenge? Secondary challenge?</p>	<ul style="list-style-type: none"> • [Type in Primary Challenge] • [Type in Secondary Challenge]
<p align="center">WHAT CAN WE DO</p> <p>...to help our persona achieve their goals? ...to help our persona overcome their challenges?</p>	<ul style="list-style-type: none"> • [Type in What We Can Do Point 1] • [Type in What We Can Do Point 2]

Name of Persona	Persona 2
<p>REAL QUOTES About goals, challenges, etc.</p>	<ul style="list-style-type: none">• [Type in Quote 1]• [Type in Quote 2]• [Type in Quote 3]
<p>COMMON OBJECTIONS Why wouldn't they buy your product/service?</p>	<ul style="list-style-type: none">• [Type in Common Objection 1]• [Type in Common Objection 2]

Name of Persona	Persona 2
<p align="center">MOTIVATION AND EMOTIVE CONTEXT</p> <p>Determine what motivates each of your buyers to make a purchase.</p> <p>Is it frustration? Is it the satisfaction of getting a good deal? Or did you just catch them at the right time?</p>	<ul style="list-style-type: none"> • [Type in motivation(s)] • [Type in emotive context]
<p align="center">TECHNOGRAPHIC INFORMATION</p> <p>Technographics are the essential technologies and tools organizations use to run their business. Think everything from CRMs to auto-dialers.</p>	<ul style="list-style-type: none"> • [Type in technographic information]

Name of Persona	Persona 2
<p data-bbox="504 434 1009 472">MARKETING MESSAGING</p> <p data-bbox="270 489 1243 528">How should you describe your solution to your persona?</p>	<ul data-bbox="1314 297 2028 335" style="list-style-type: none"><li data-bbox="1314 297 2028 335">• [Type in your marketing message]
<p data-bbox="593 858 919 896">ELEVATOR PITCH</p> <p data-bbox="456 913 1059 952">Sell your persona on your solution!</p>	<ul data-bbox="1314 746 1918 785" style="list-style-type: none"><li data-bbox="1314 746 1918 785">• [Type in your elevator pitch]

ABOUT US

Colling Media is a technology infused, results driven advertising agency. Companies hire us to produce tangible ROI they can count on. Every result driven multi-media team member offers unique talents blending together creating an unparalleled level of expertise in the advertising space.

Colling Media provides these core services: Strategy Development, Media Buying, Digital Advertising, Customer Acquisition and Branding.

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