breaktime **COLD AND FLU FACTS:** They prefer their medicine in the form of a: **Powder Nasal spray** Tablet/capsule HEALTHY HABITS Other Liquid/syrup The first thing they do when someone in their We surveyed shoppers to find household gets sick is: out their cold and flu season habits, from where they usually **17%** purchase over-the-counter 27% Take an immunity (OTC) medication to their booster Disinfect household preferred medicine form. Take surfaces a look at the results! 9% **Take** vitamins WHEN THEY'RE STOCKING UP: 9% When they buy cold & flu supplies: Other 6% Well in advance 29% Get a flu shot 26% A few weeks before 6% **Purchase OTC** 43% medicine Stock up on sanitizing products As needed 16% Of the 16% who purchase as needed, here's How many different OTC remedies they buy to when they purchase: treat a cold: 3% More than four 54% When they feel like they might be getting sick 62% Between two and four

SHOPPING PREFERENCES:

Preferred way to shop during cold and flu season:

35% When they feel very sick

10% When people around them feel sick

Where they shop for their OTC medicine:

77% Feel confident in their ability to select the right medicine for their symptoms

Just one

35%



COLD AND FLU WITH BREAKTIME:

Make sure your brand stands out when shoppers prepare for the upcoming cold and flu season. Here are just a few ways our fun, personalized, interactive content can help your brand engage and educate shoppers to inspire purchase:

- Employ our easy-to-use, digital add-to-cart feature to encourage shoppers to purchase their must-have wellness needs
- Help shoppers understand which wellness product is right for them using a **personality quiz** that results in
- a personalized product recommendation
- Feature a **list** that helps shoppers get ready for flu season by educating them on the benefits and efficacy of your brand's products