# How Accessible Design Gains Market Share

Consumers everywhere struggle with products and packaging that are difficult to access and even painful to open and use. For people living with arthritis or chronic pain, these issues are a significant barrier.

How widespread is this problem? Recent research gives us a glimpse:



#### PACKAGING PAIN POINTS



89% of consumers with arthritis and 65% of general consumers report that packaging has caused everything from cuts and bruises to chipped teeth and joint injuries to worsening their inflammation.



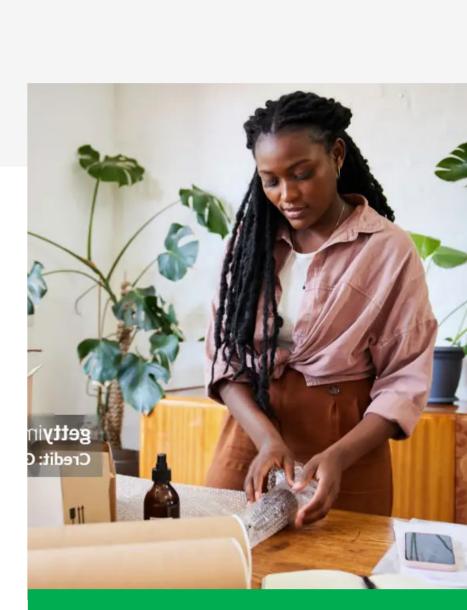
52% of consumers with arthritis and 33% of general consumers avoid repurchasing products due to packaging difficulties.

profits behind — but the problem is solvable.

Brands that ignore these challenges are leaving people and

## Products and packaging that are easy to use gain consumer loyalty

Innovative, inclusive designs build brand loyalty, and consumers have shown they're willing to pay a premium for accessible products.



How likely are you to switch brands for an easier-to-use product?





Arthritis Consumers

How likely are you to pay more for an easier-to-use product?

General Consumers



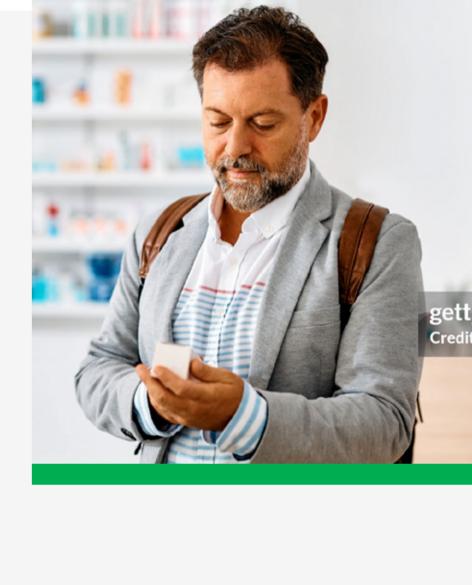


### Use® seal is trusted and influential in driving purchasing behaviors Research shows that the Ease of Use® seal has a positive

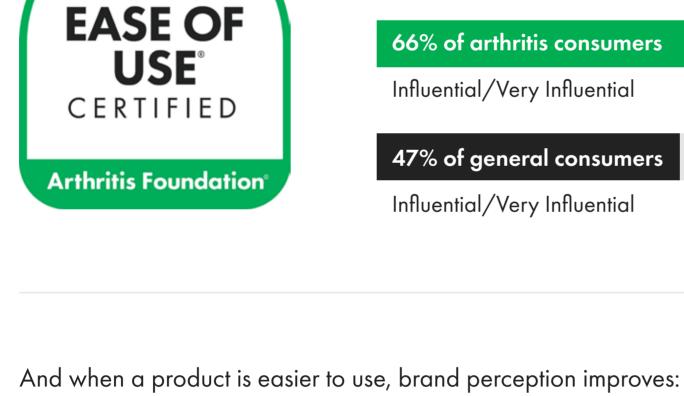
influence on purchasing behavior, particularly for those with

The Arthritis Foundation's Ease of

arthritis or chronic pain, but also for general consumers:



THE POWER OF THE SEAL



Influential/Very Influential 47% of general consumers

How much does a seal from a nonprofit confirming ease

Influential/Very Influential

of use influence your purchase?

66% of arthritis consumers

84% of general consumers say favorable

Do you have a favorable impression of brands with easy-to-use products?

90% of arthritis consumers say favorable

#### Ease of Use® Design A team of experts will Extensive lab and human

support you in the

accessible design process

The Arthritis Foundation has several resources to assist

you on your accessible design journey

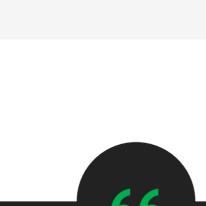


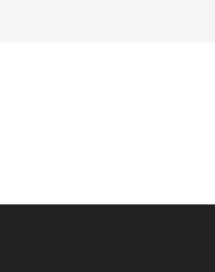
**Deb Gokie** 

Guides developed in

free to download

partnership with Target are





factor evaluations for each

is certified.

product and/or package that

Each design decision we make has the potential to include or exclude possible consumers. Achieving Arthritis Foundation's Ease of Use® certification is a powerful signal to customers that your products or packaging are a worthwhile investment that they'll want to purchase again.

VP, Consumer Health and Ease of Use, Arthritis Foundation

The Arthritis Foundation champions the fight to conquer arthritis through life-changing science, resources, advocacy and community connections. As the leading expert in Ease of Use design certification, the Ease of Use Team collaborates with you in each step of your design journey.

**Contact the Arthritis Foundation to get** 

started with Ease of Use certification.

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