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# INSIDE THE GLP-1 MINDSET

What the Voice of the People and AI-Moderated Qualitative  
Research Reveal About Human Transformation through GLP-1

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**Nice to Meet You!**

A decorative graphic at the bottom of the slide consisting of a thick, wavy blue line that transitions into a yellow and orange circular shape on the right side.

# Uniting two innovative techniques to illuminate GLP-1's emotional underpinnings.

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- ~7M digital peer-to-peer conversations
- 12-month observation period
- Capture attitudes, drivers, & barriers
- Drill into impact on life
- Map desires, emotions, and mindsets



boltchat<sup>AI</sup>

- 70 AI-Moderated Qualitative Interviews
- 50 Actively on GLP-1 Treatment
- 20 Who Recently Stopped Treatment
- 3 days in field
- Multimodal: Video, Voice, & Text Input
- Representative US sample

ESOMAR  
member



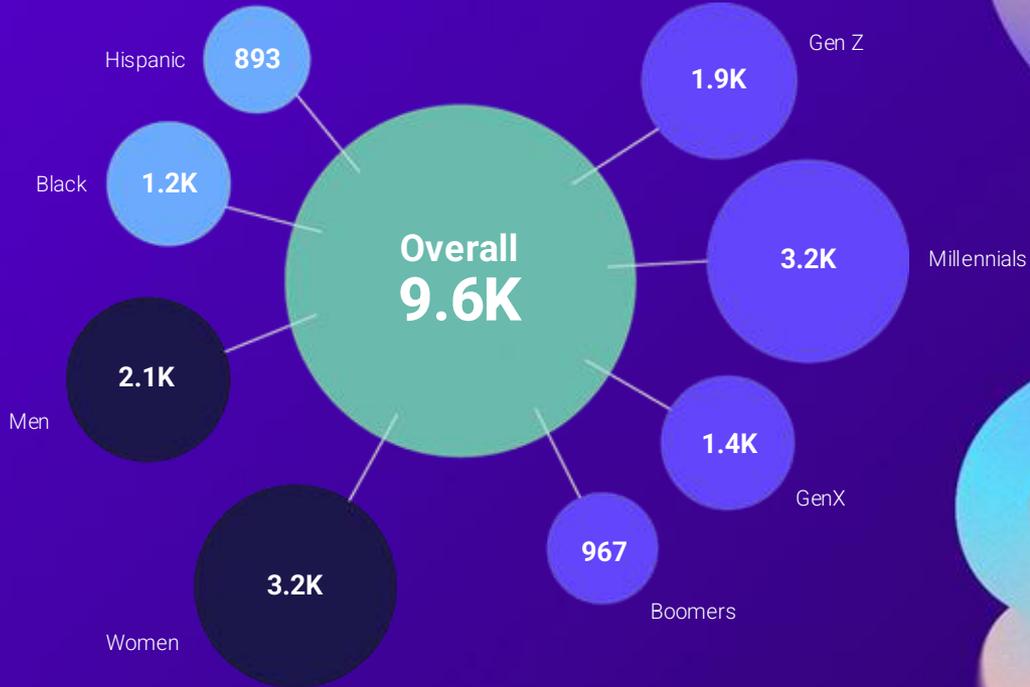
SOC 2  
TYPE II  
CERTIFIED





ro

## Our Universe of Research about Serena Williams & Ro Campaign in 2026

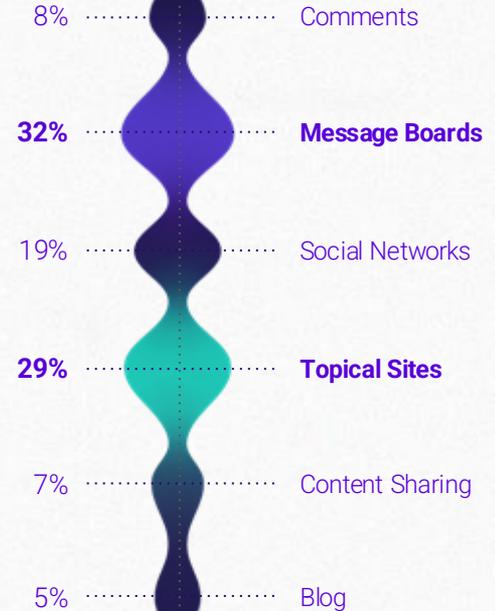


Online public-domain conversations about Ro campaign with Serena Williams mined from Jan 1st 2026 to March 3rd 2026

\*N values are based on number of conversations and not based on people

\*\*Segments are based on self-identification in conversations or on their public profile; overall segment includes non-identified conversations.

## Channel Profile



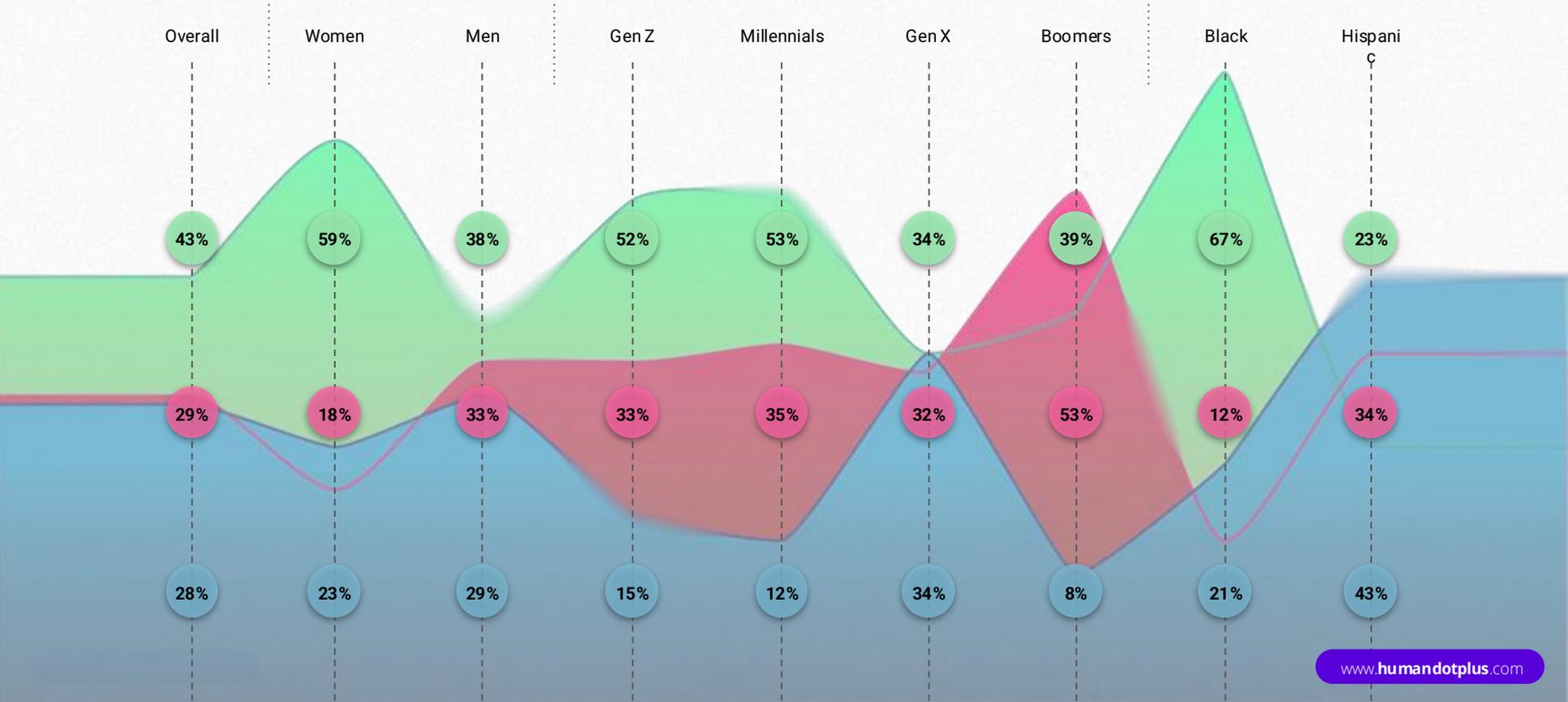
Message Boards  
  
 patientslikeme  
Powered by PubHealth

Topical Sites



# Sentiment Serena Williams & Ro Campaign

Positive Negative Neutral



# What the data revealed:



1  
Younger generations are redefining metabolic health

2  
Affinity goes beyond representation

3  
The physical transformation is an outcome, but the emotional transformation is the story

# GLP-1 Had It's Superbowl Moment

*Instead of backlash...the  
ad increased legitimacy*

*Bolt Study participants  
reported greater trust and  
openness toward GLP-1s  
after seeing the ad*



# Celebrity Credibility Reduces Stigma

## BEFORE watching

Expectations included...

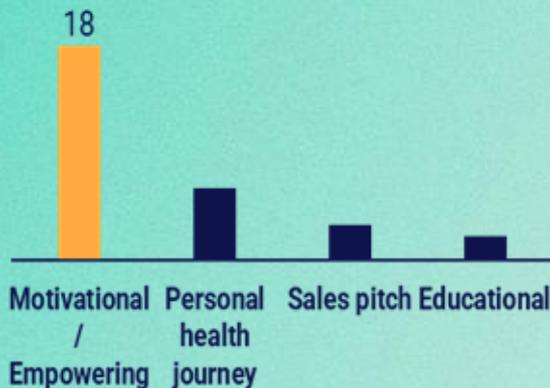
*Pharma sales pitch*

*Tone-deaf messaging*

*Questioning whether an athlete should promote it*

## AFTER watching

Most described it as...



## WHAT CHANGED?

Serena reframed GLP-1 as:

 *A legitimate health intervention*

 *Not a shortcut*

 *A path to improved health*

*"I'm not sure an elite athlete is the right person to promote a quick-fix weight-loss drug?"*



*"If someone like Serena Williams is comfortable talking about it, it makes it seem less taboo."*



**“I didn’t wait for my doctor to tell me—it’s all over TikTok. You just figure it out.”**

**GLP-1 has exploded into a cultural phenomenon, not just a medical conversation**

## Our Universe of Research

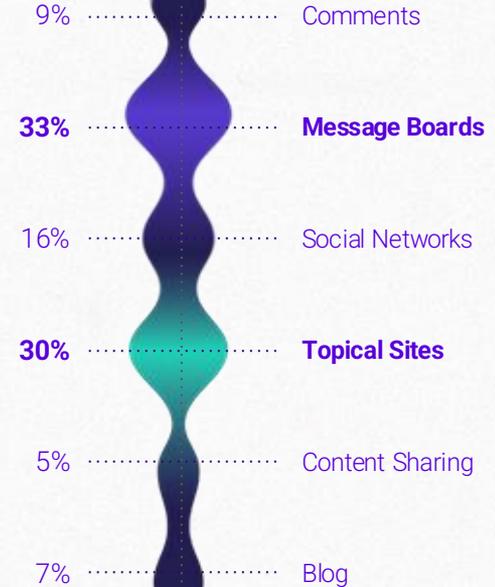


Online public-domain conversations about GLP-1 mined over the past 12 months, ending on October 14, 2025 in the US

\*N values are based on number of conversations and not based on people.

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## Channel Profile



### Message Boards



### Topical Sites



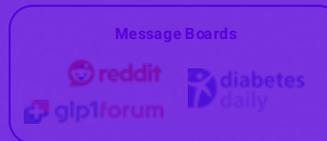
## Our Universe of Research



## Channel Profile



**“Everyone I know is either on Ozempic or talking about it. It’s like the new CrossFit—people won’t shut up about it.”**



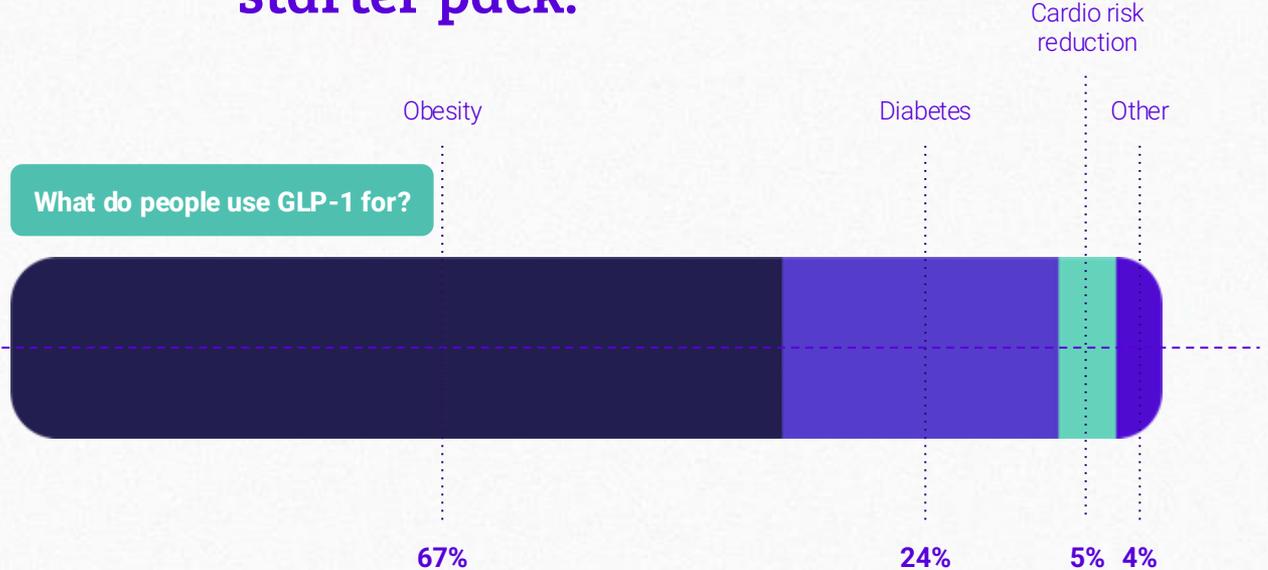
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“I used to think this was for diabetics, but now my coworkers and I joke that it's part of the new ‘wellness starter pack.’”

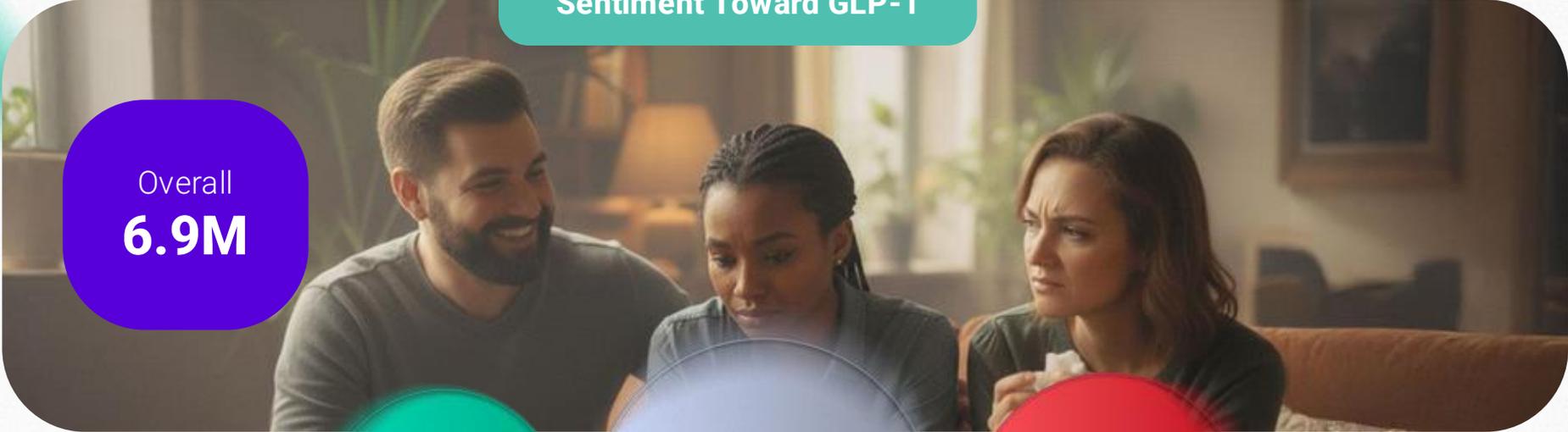
Overall  
**198.4K**

What do people use GLP-1 for?

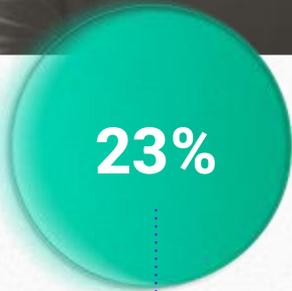




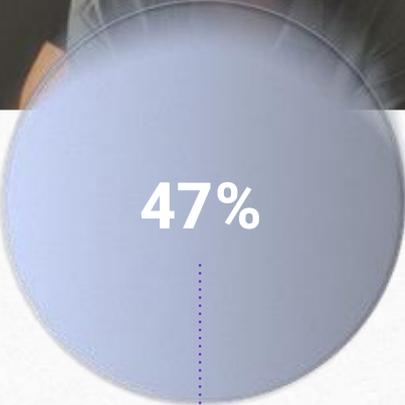
## Sentiment Toward GLP-1



Overall  
**6.9M**



Positive



Neutral



Negative

## Massive Information Vacuum

**“My doctor said one thing, Reddit said another, and I’m left guessing who’s right.”**

Drug Comparisons



35%

Cost / Insurance



21%

Prescription info



18%

Dosage &  
Administration



14%

Physical & Lifestyle  
Impact



12%

Overall  
**6.9M**

23%

Positive

47%

Neutral

30%

Negative

Believers are True Believers

**“It’s not just the weight—it’s how quiet my food thoughts are now.”**

Efficacy & physical improvement

Ease

Life Impact



57%



22%



21%

23%

Positive

47%

Neutral

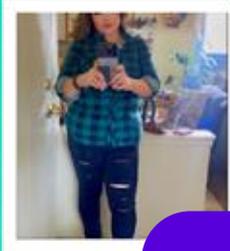
30%

Negative

# The first transformation isn't physical... it's psychological

Physical changes evolve into a broader transformation of mental wellbeing and a positive sense of self.

*"Please share an image that illustrates how you feel about yourself right now."*



*"For once I'm not thinking about food every second."*

*"It's not even the weight loss—it's the relief from obsession."*

*"I didn't realize how loud hunger was until it disappeared."*

# SILENCE is the most common theme

For many users, the biggest change isn't weight – it's the disappearance of constant food thoughts.



*"The noise in my head about food has stopped."*

*"My brain isn't encouraging me to snack between meals anymore."*

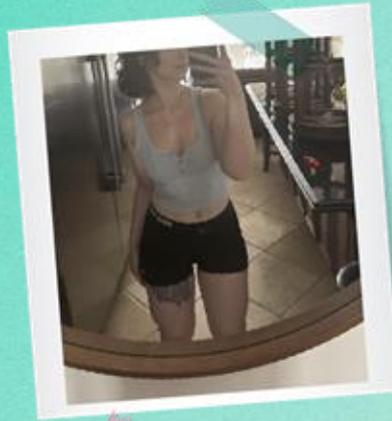
*"People call it cheating, but I call it finally being free from my own brain."*

## For the first time, they feel in control

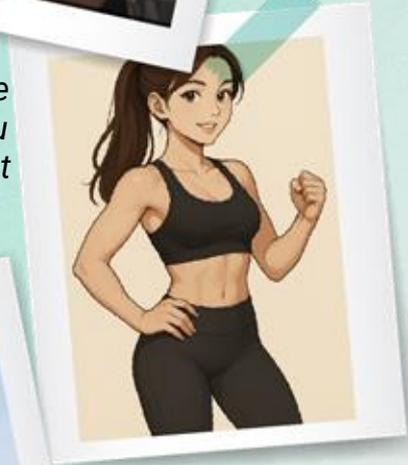
Newfound control over body and mind creates a hopeful outlook for the future.

*"I'm not just existing. I'm living!"*

*"I feel **in control**. For the first time, **food isn't controlling me**."*



*"Please share an image that illustrates how you feel about yourself right now."*



## Sentiment Toward Humana

The Honeymoon is Over

**“I’m not losing as much anymore and I’m worried my body’s adapting.”**

Side Effects

Lack of Efficacy

Risks & Consequences



31%

19%

12%

Overall  
**6.9M**

**23%**

**47%**

**30%**

Positive

Neutral

Negative

# With success comes new stress

Success can feel uneasy. Progress is often accompanied by **FEAR & GUILT**

“Every shot feels like both a promise and a risk.”

Fear over safety, losing progress, or becoming dependent long-term.

Weight Regain

Long-term Dependency

Safety

“There’s a weird shame in something that finally works”

“People say I took the easy way out...”

Guilt stemming from social narratives on effort & willpower create emotional friction.

Easy way out

Shame Narratives

Judgement



# People don't experience GLP-1s the same way



**Health-First Pragmatist**  
driven by necessity...



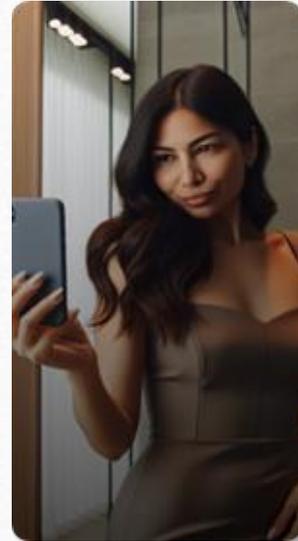
*"This isn't about weight, it's about managing my disease"*

**Reborn Optimist**  
feeling liberated...



*"My brain is finally quiet"*

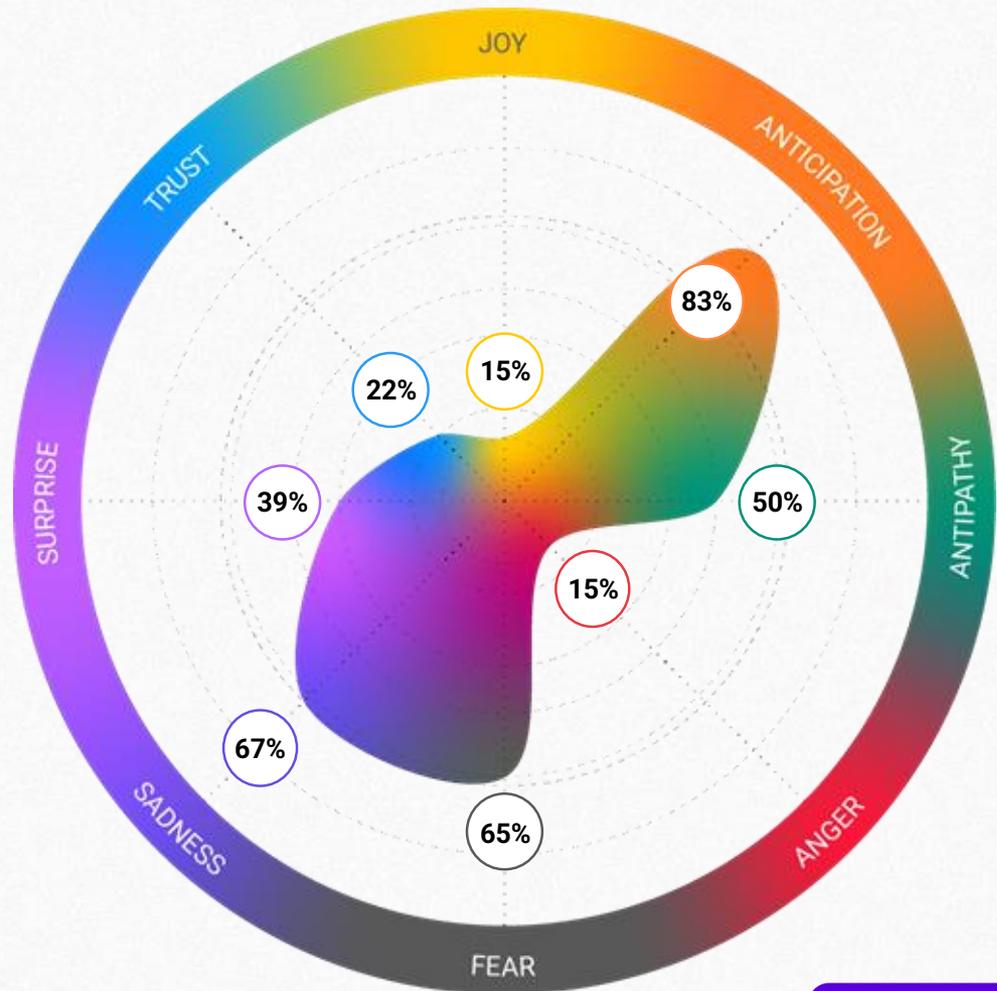
**Goal-Oriented Strategist**  
focused on results...



*"This is a tool to get me where I want to be"*

People are simultaneously hopeful for transformation and terrified it won't last.

*This isn't just about weight; it's about betting on a different future.*

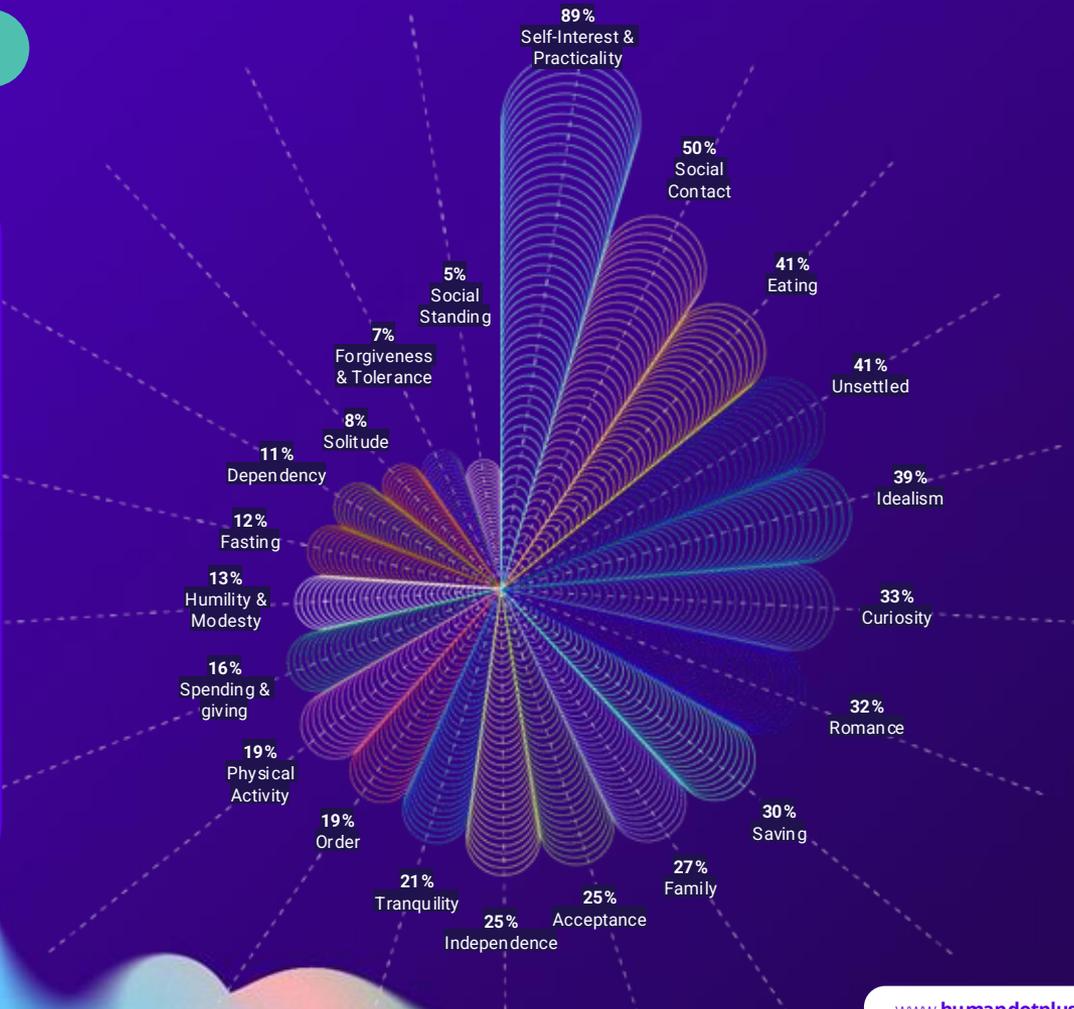




# Desires Map for GLP-1 N= 4.4M

**A social revolution disguised as a medical treatment**

**People are not looking for a drug, they are looking for a life rewrite**





# This is just the beginning Stay connected with us

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# bolt

## Dallas Quirks Special Bonus

- ✓ 1 Complimentary Premium license through Dec 31, 2026
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- ✓ 20 Interview credit bonus on first paid pilot project\*
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Book your demo now to take advantage of the promotion!

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**Thank You!**

