

What changes for them? Outcome Describe how the life and environment of the customer changes once they used the product or service. What are they able to do now? Breaking all Do physical distinguish the inhibition were hard to of being obese. do before. What can they finally avoid doing? Avoid Eating Got rid of unhealthy unhealthy food. habits. What changed in my environment? Got used to Gave shape Positive healthy to the ideas. mindset. lifestyle.