

Customer Pain Point Worksheet

Client Type	Pain Points	Your Solutions
1 <i>ex. Daycares</i>	1 <i>High-risk of spreading germs that cause colds/flu</i>	1 <i>Offer weekly facility-wide disinfection</i>
	2	2
	3	3
2	1	1
	2	2
	3	3
3	1	1
	2	2
	3	3