

1. Create a story to present all your insights to your team.
2. Show the sales in the south worksheet in your story.
3. Add a caption 'Sales and profit by year' to the above story.
4. Duplicate the first caption and show the story for Sales & profit for machine type subcategory.
5. Add a caption '"Machine sales and profit by year" for Machine type subcategory .
6. Check your Story mini toolbar around the story point caption.
7. select Blank in the Story pane then, drag your dashboard Regional Sales and Profit onto the canvas and find some meaningful insights.
8. Add a caption "Underperforming items in the South" in the above story point.
9. Duplicate the above story point and show your result only for north Carolina and all the year.
10. Add a caption 'Profit in North Carolina, 2018-2021' to the above story point.
11. Duplicate the above story point and Show the profit in the North Carolina for 2018 and add a caption 'Profit in North Carolina, 2018'.

12. Similarly show the profit for North Carolina for every year and add the caption.

13. Select Drag to add text , drag it onto your view and enter the

Description for your dashboard and enter a description for your dashboard 'Introducing machines to the North Carolina market in 2021 resulted in losing a significant amount of money.'

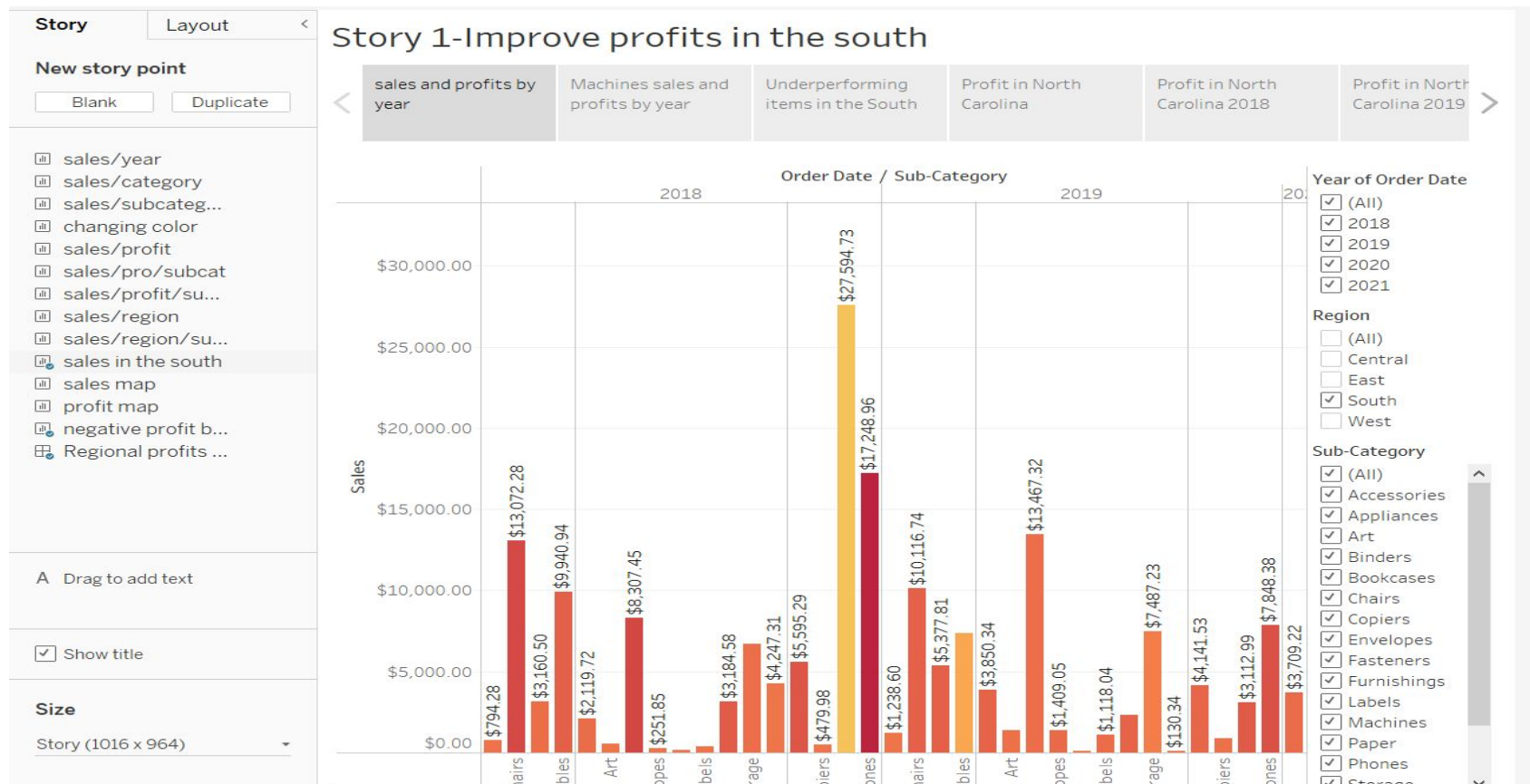
14. From the Story pane, click Blank and drag Negative Profit Bar Chart to the view.

15. right-click the Burlington mark (the bar) and select Annotate > Mark. In the Edit Annotation dialog box that appears, delete the filler text and type: "Machines in Burlington lost nearly \$4,000 ".

16. Add a caption "Where are we losing machine profits in North Carolina?" to above story point.

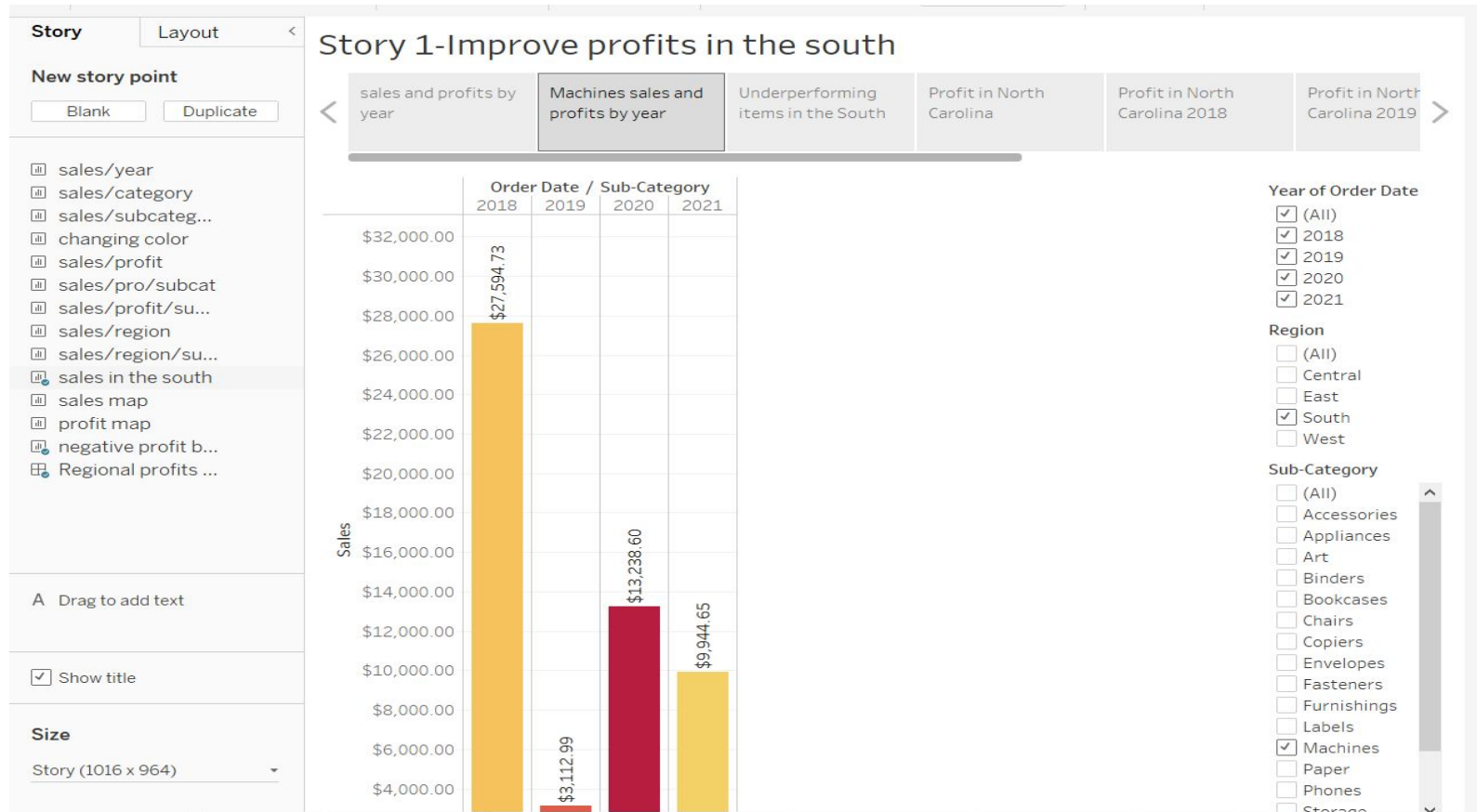
17. Rename your story as "Improve Profits in the South" and check in the presentation mode.

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2. Show the sales in the south worksheet in your story.
3. Add a caption 'Sales and profit by year' to the above story.

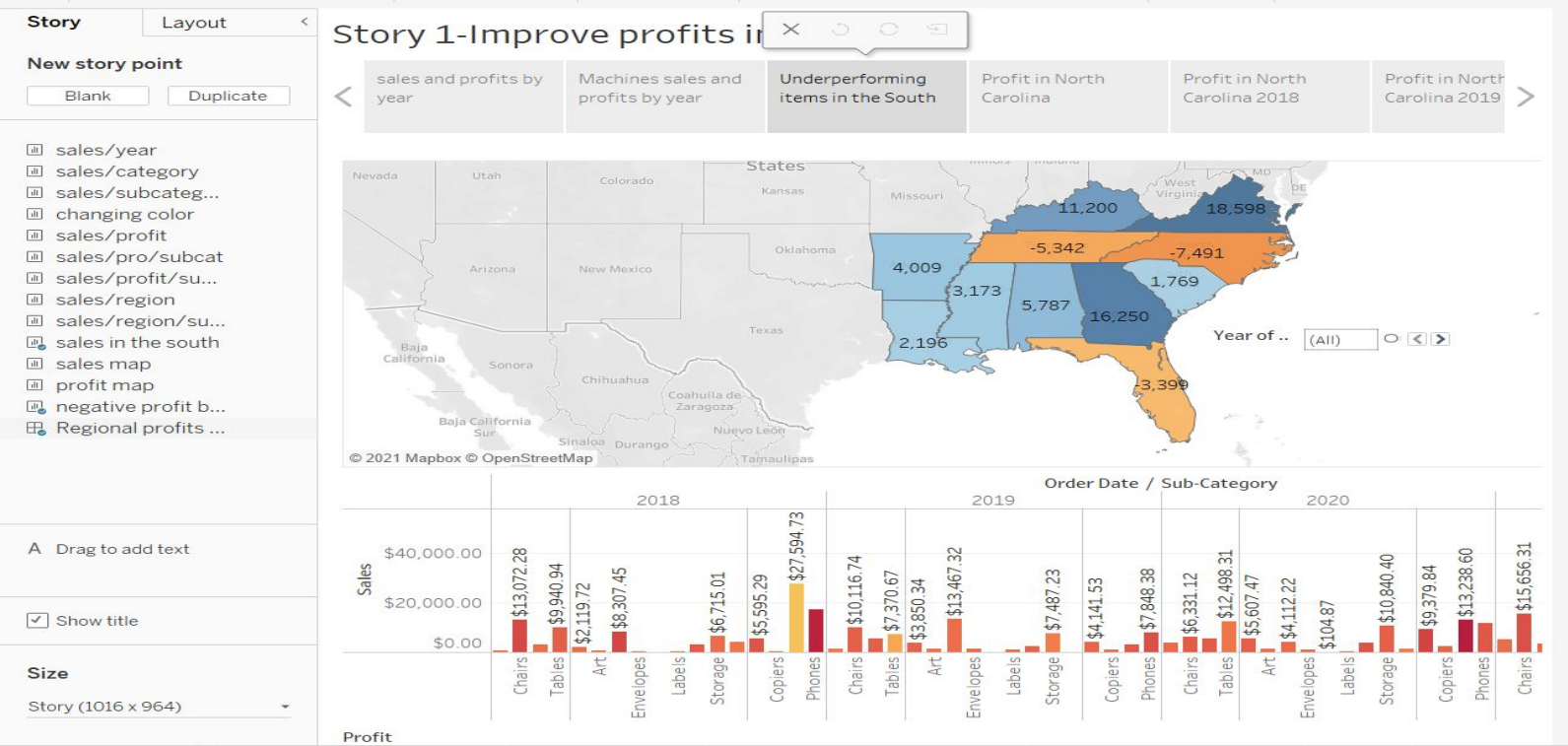


4. Duplicate the first caption and show the story for Sales & profit for machine type subcategory.

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8. Add a caption "Underperforming items in the South" in the above story point.

**Story** Layout

**New story point**  
Blank Duplicate

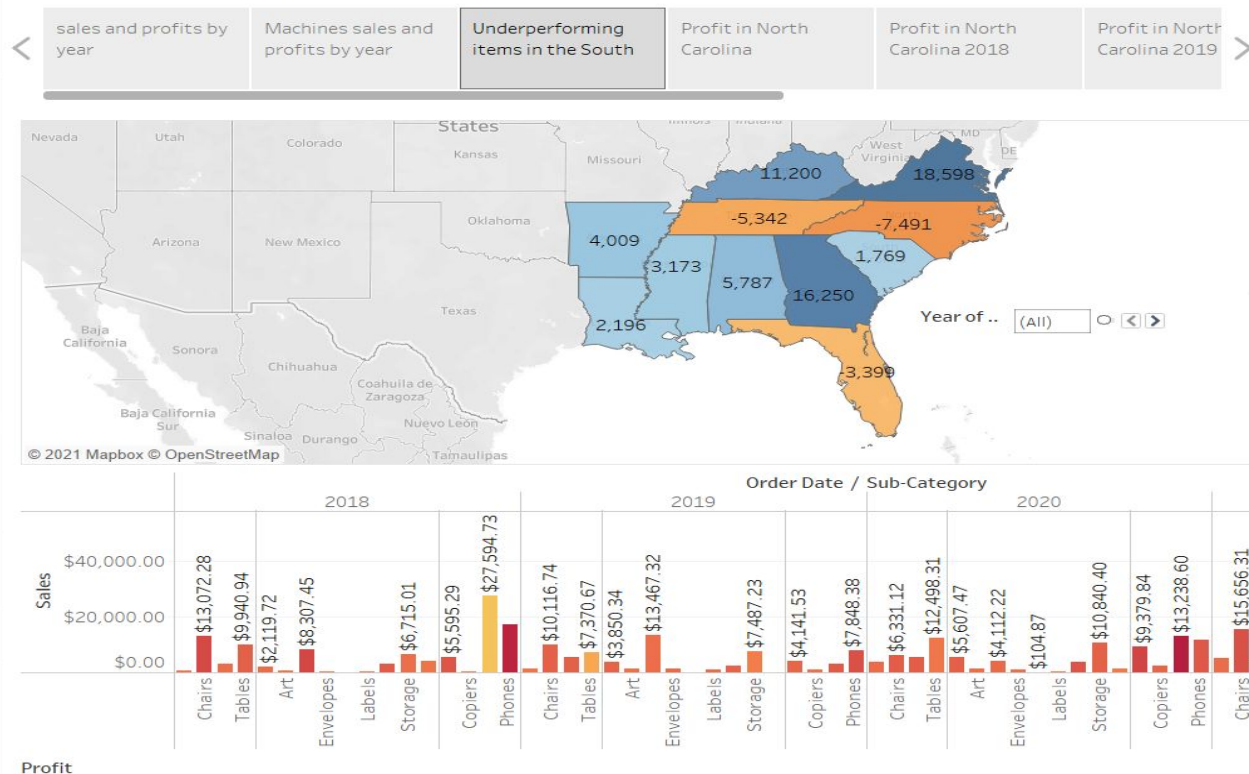
- sales/year
- sales/category
- sales/subcateg...
- changing color
- sales/profit
- sales/pro/su...
- sales/profit/su...
- sales/region
- sales/region/su...
- sales in the south
- sales map
- profit map
- negative profit b...
- Regional profits ...

A Drag to add text

☒ Show title

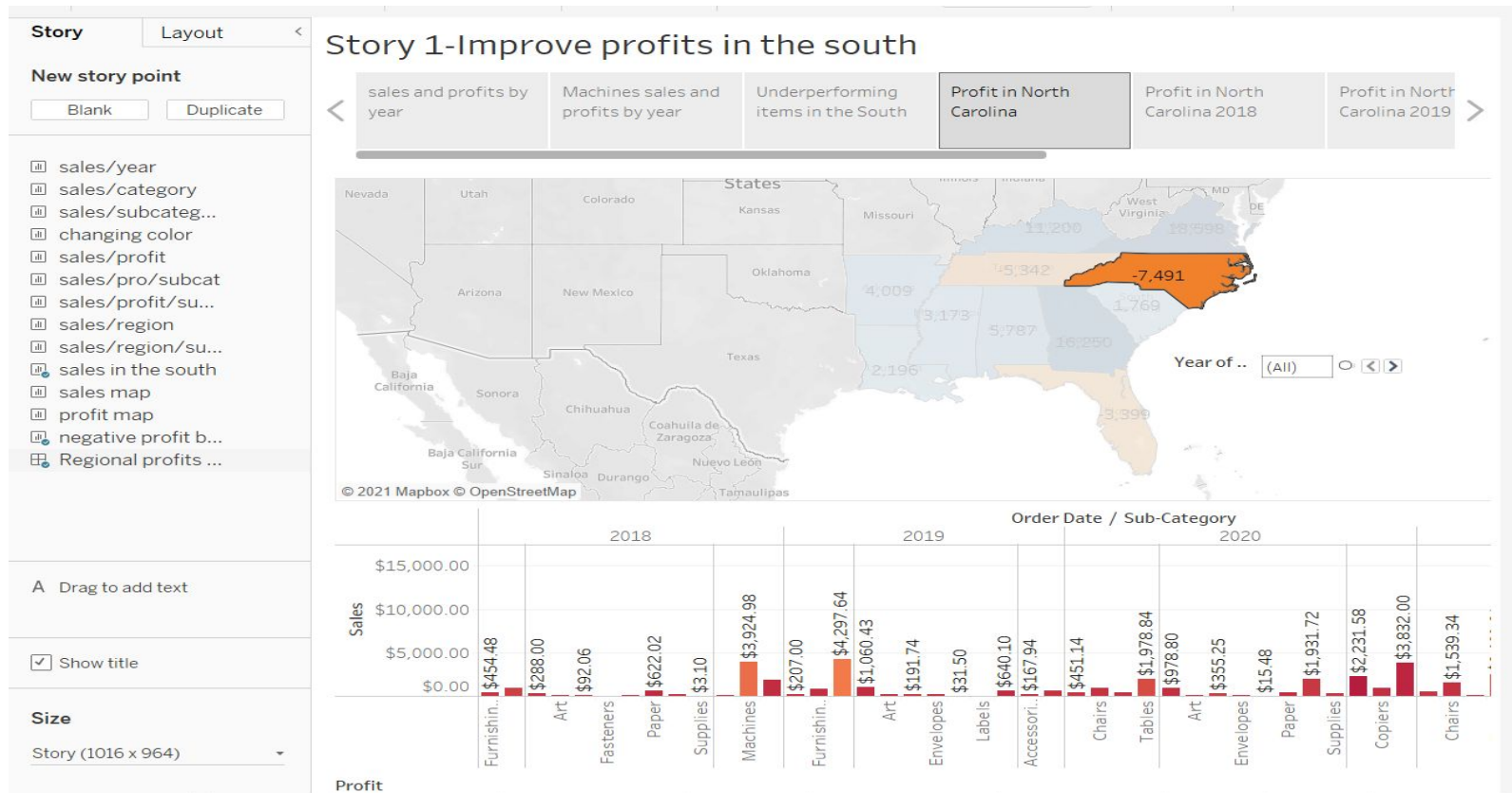
**Size**  
Story (1016 x 964)

## Story 1-Improve profits in the south



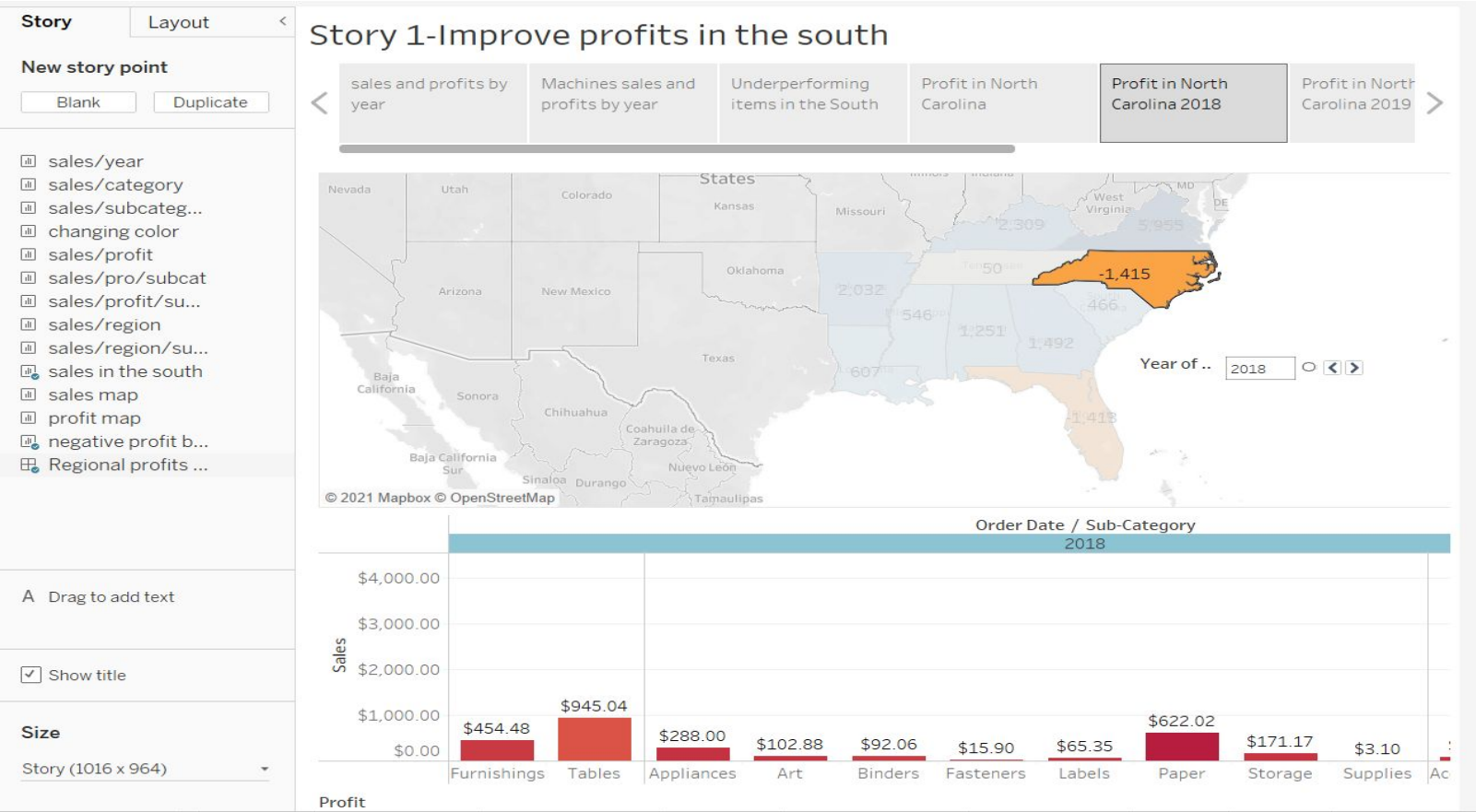
9. Duplicate the above story point and show your result only for north Carolina and all the year.

10. Add a caption 'Profit in North Carolina, 2018-2021' to the above story point.



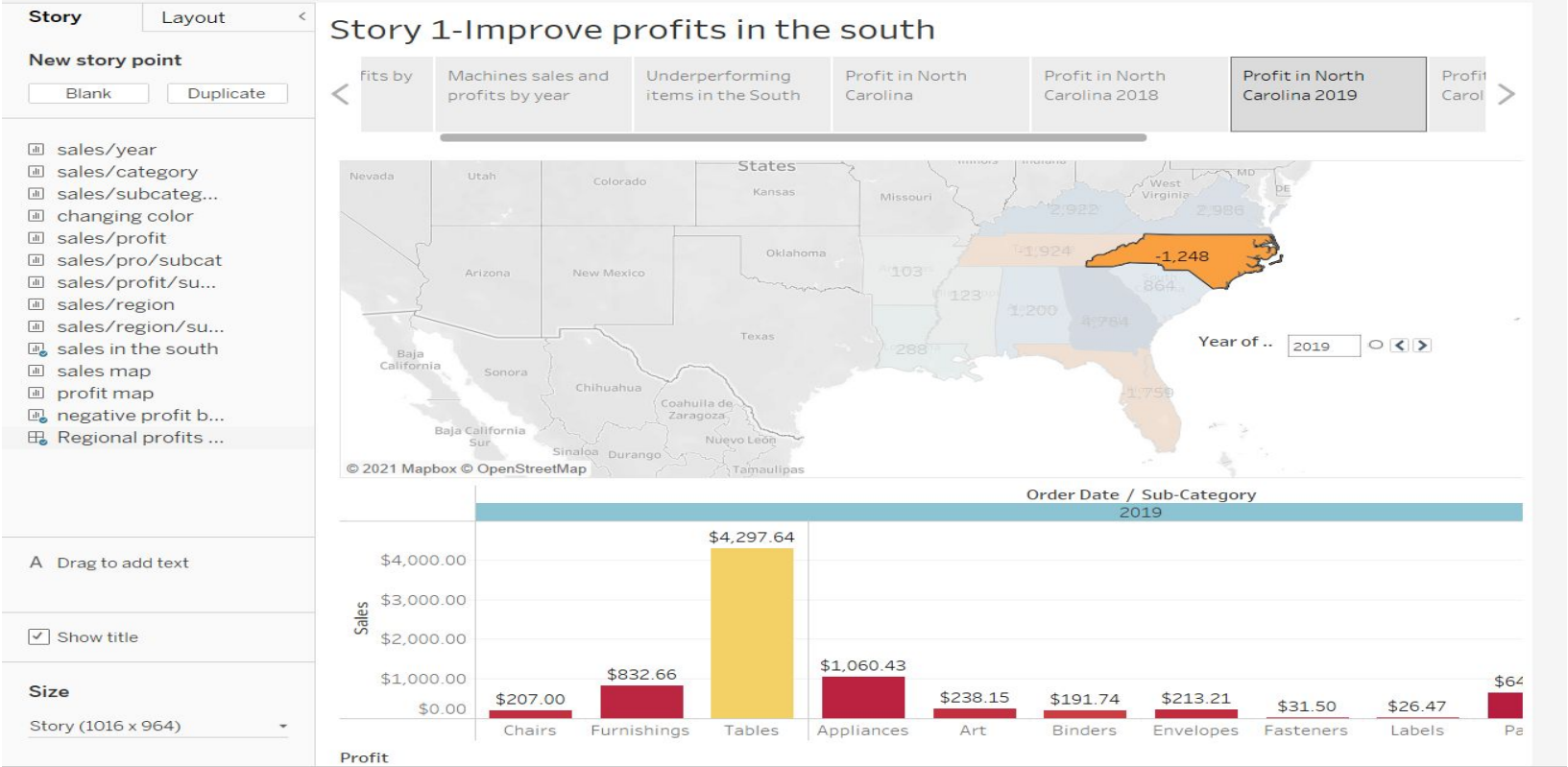


11. Duplicate the above story point and Show the profit in the North Carolina for 2018 and add a caption 'Profit in North Carolina, 2018'.





12. Similarly show the profit for North Carolina for every year and add the caption.



Story

Layout



New story point

Blank

Duplicate

- sales/year
- sales/category
- sales/subcateg...
- changing color
- sales/profit
- sales/pro/subcat
- sales/profit/su...
- sales/region
- sales/region/su...
- sales in the south
- sales map
- profit map
- negative profit b...
- Regional profits ...

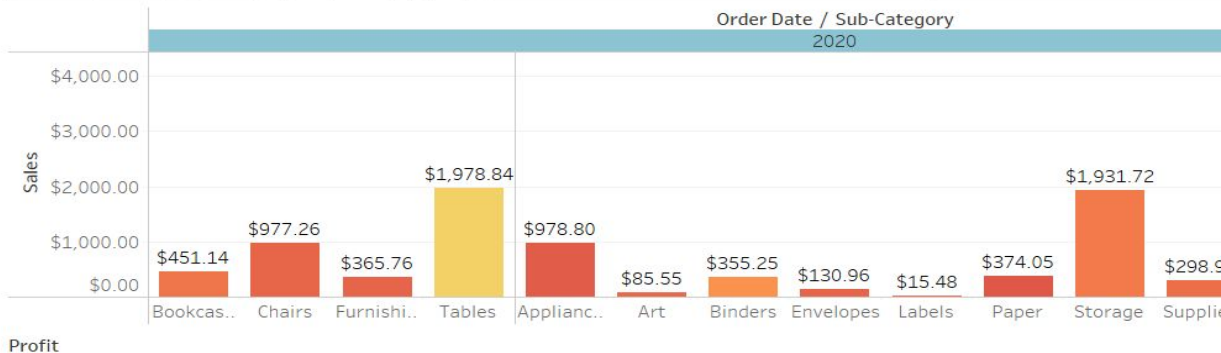
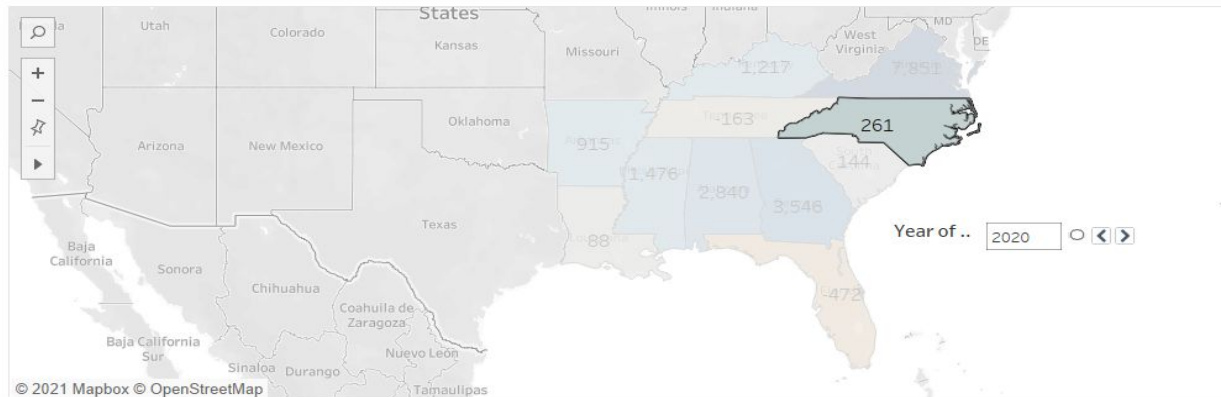
A Drag to add text

☒ Show title

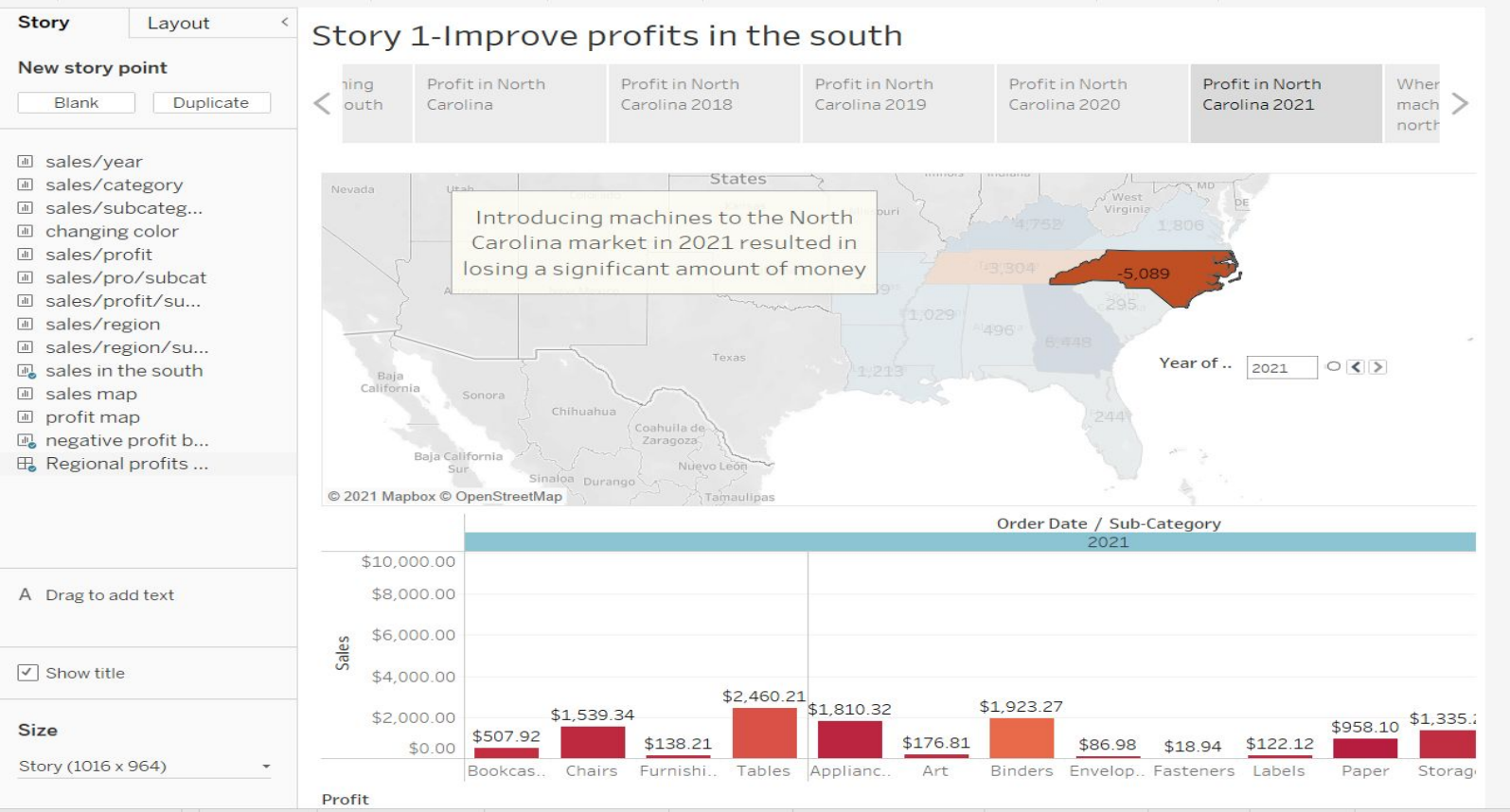
Size

Story (1016 x 964)

## Story 1-Improve profits in the south



13. Select Drag to add text , drag it onto your view and enter the Description for your dashboard and enter a description for your dashboard 'Introducing machines to the North Carolina market in 2021 resulted in losing a significant amount of money.'



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Story

Layout

New story point

Blank

Duplicate

- sales/year
- sales/category
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A Drag to add text

☒ Show title

Size

Story (1016 x 964)

## Story 1-Improve profits in the south

