

Your customers are the heroes of the story. You are the guide to help them win their <u>battles</u>. When you share the emotional impact of the <u>good</u> you are doing, your ideal customers will listen and your business will thrive. Here's our 4 step process to help you identify the <u>emotional impact</u> of the good that you do:

STFD 1	- (ideal hero)	•
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We had goosebumps when

(name of your business)

was able to guide someone like

(ideal customer / charity that you served)

STEP 2 - (the battle) :

It felt so good because they were struggling with:

(what are the pain points / battles that your ideal heroes face?)

STEP 3 - (the good):

Our company stepped in and we helped them win by:

(what is your unique solution to help your customers / heroes win their battles?)

STEP 4 - (the emotional impact) :

We are so excited because now they can:

(how does your hero's life look like after winning their battle - what is their reward?)

Congratulations!!! You have identified the *top 4 elements* to tell your *emotionally engaging stories*. Your heroes have the battle. A guide helps them overcome it. This story can be told in a *creative* and emotionally engaging way. Are you ready to tell it?

Name: Title:

Phone: Email:

STORY TIME

This story can be told in (select how long you would like your project to be):

30 Seconds 90 Seconds 120 Seconds Other

IMPACT LEVEL

jet@creative114.com

I would like my project to achieve a (select your budget for this project):

Small Impact (\$2,500 - 7,499) Big Impact (\$7,500 - 14,999) Go Viral* (\$15,000+)

st go viral doesn't mean that the project will automatically reach millions but with a bigger budget, we can create a better story.