

# THE ROAD MAP TO STORYTELLING



Step 1: Identify your hero (your customer)

1



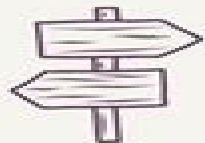
Step 2: Determine what problem you solve.

2



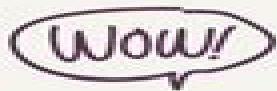
Step 3: Understand why your customer wants to solve this problem.

3



Step 4: Become your customer's guide and help them solve their problem.

4



Step 5: Communicate your unique value proposition.

5



Step 6: Use this message in all your communication.

6

# Steps To Storytelling

**ML Yell**



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