

# WHY?

**Your Purpose** 

#### WHO

Your Ideal Customer

#### DIFFERENCE

How and why you are better

# PRICE & POSITIONING

The story you want customers to believe about your value

#### **DISTRIBUTION**

How you reach people and get your products into their hands

### **PLATFORM**

Where you tell your story

## PROMOTION STRATEGY

How you tell your story

### **CONVERSION STRATEGY**

How you deepen relationships with prospective customers

#### **GROWTH STRATEGY**

The plan for attracting more customers

## REFERRAL STRATEGY

The story you give people to tell