**My Success Stories**

*Use this table to define your stories as they align with each of your core services. While you do not need to write each story word for word, this serves as a reminder each time you apply to secure a new client. It is about brainstorming what you have done with existing or previous clients that are your key selling points.* ***Remember to talk always talk outcomes/results****.*

| Service Offered | Value-Enhanced Story |
| --- | --- |
| eg. Communication and technology | When working with ABC client, I trained a team of 10 to use Zoom video technology **which resulted in** strengthened communication across remote locations and quality collaboration for making important decisions  |
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