

**HOW WOULD YOU ANSWER THESE?**

1. My specific expertise is - (problems I can solve, results I can achieve) what I can deliver now?

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2. My unique skills and abilities are (how I solve specific problems/ achieve specific results)?

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3. What business problems/needs best match with my skills and abilities to add value now?

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4. Who might have these problems and needs where my abilities can help immediately?

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