

# BRAND SCRIPT

## MAD LIBS EDITION

At \_\_\_\_\_ we know that you want to be (a/an) \_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_. In order to do that, you need \_\_\_\_\_  
IDENTITY TRANSFORMATION CHARACTER WANT

\_\_\_\_\_. The problem is \_\_\_\_\_  
EXTERNAL PROBLEM

which makes you feel \_\_\_\_\_. We believe \_\_\_\_\_  
INTERNAL PROBLEM

\_\_\_\_\_. We understand \_\_\_\_\_  
PHILOSOPHICAL PROBLEM EMPATHY

\_\_\_\_\_ which is why we \_\_\_\_\_.  
AUTHORITY

Here's how to do it: 1. \_\_\_\_\_ 2. \_\_\_\_\_  
PLAN: STEP 1 PLAN: STEP 2

\_\_\_\_\_ 3. \_\_\_\_\_ . So, \_\_\_\_\_  
PLAN: STEP 3 DIRECT CTA

\_\_\_\_\_. And in the meantime, \_\_\_\_\_. So you can stop \_\_\_\_\_  
TRANSITIONAL CTA FAILURE

\_\_\_\_\_ and instead \_\_\_\_\_.  
SUCCESS