## **Appendix C: Story Structure Template**

Step	Answers the question:	Story Spine	Notes for Your Story
Objective / Main message	What do you want the audience to <i>think</i> , <i>feel</i> , or <i>do</i> as a result of hearing your story?		
Transition IN: (Hook)	Why should I listen to this story?	I think the best example I've seen of that was	
CONTEXT	Where and when did it take place? Who is the hero and what do they want? Other background needed to understand characters' motivations?	Back in, at, there was, and they were trying to (could be an unspoken objective)	
CHALLENGE	What was the problem/opportunity?	Then, one day	
CONFLICT	What did they do about it? (Show the honest struggle between hero and villain, even if internal. Can't be too easy.)	So they, and then they, and so they	
RESOLUTION	How did it turn out (for everyone)? (How are things/characters changed as a result?)	Eventually	

**Transition out:** 

Source: Sell with a Story: How to Capture Attention, Build Trust, and Close the Sale, by Paul Smith (www.leadwithastory.com/resources)

Lesson(s)	What did you learn?	What I learned from that was (That's when I realized That explains why What I've since come to realize is What I think we should have done was)	
Reco Action(s)	What do you think I should do?	And that's why I think you should	