

SARAH ELKINS

YOUR  
STORIES  
DON'T  
DEFINE  
YOU.

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*Storytelling to Connect,  
Persuade, and Entertain*

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“... a master class  
for storytelling.”

—Kimberly Davis, Author of  
*Brave Leadership*

HOW YOU TELL THEM WILL.

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**Download to accompany the audiobook to follow along with the  
exercises as found in the printed book.**

Your Stories Don't Define You. How You Tell Them Will  
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ISBN 978-1-64663-111-7

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## Exercise 1

*Found in paperback, page 11*

### *Let's Start with Values*

Think of three words you would want a person to use to describe you after an interaction. Begin with just three, the first that come to mind. Some examples: generous, funny, kind, reliable, intelligent, loving, competent, curious, resilient.

Those words translate across all aspects of your life: work, home, and friendships.

Think of it as your legacy, the top three words you would love to come to a person's mind after meeting you.

1)

2)

3)

Now, consider whether you are consistently demonstrating those values – every day – in your actions. What are some things you do, or can do? What actions and behaviors, consistently practiced, reveal those values?

1)

2)

3)

## Exercise 2

*Found in paperback, page 38*

### *Your Turn*

Think about your internal messages that continue to swirl in your mind, and write them down here:

Example: People underestimate me.

Internal message 1:

Internal message 2:

Internal message 3:

## Rock Star Moments Worksheet

*Found in paperback\*, page 131*

*Rock Star Moments/Satisfaction Journal*

*(Specific moments or experiences that brought you great satisfaction.)*


\*Reference, page 21

## Story Portfolio Worksheets

*Found in paperback, beginning on page 133*

	<i>Era 1:</i> <i>(Example: Seventh Grade)</i>
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Story Portfolio Worksheets

*Found in paperback, beginning on page 133*

	<i>Era 2:</i>
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Story Portfolio Worksheets

*Found in paperback, beginning on page 133*

	<i>Era 3:</i>
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Story Portfolio Worksheets

*Found in paperback, beginning on page 133*

	<i>Era 4:</i>
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	



## Story Portfolio Worksheets

*Found in paperback, beginning on page 133*

	<i>Era 5:</i>
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Interview Stories Worksheets

*Found in paperback, beginning on page 138*

	<i>Skills/knowledge/values you want to demonstrate:</i> _____
<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Small World/Networking Stories Worksheets

*Found in paperback, beginning on page 139*

<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	

## Career Pivot Worksheet

*Found in paperback, beginning on page 140*

<i>Story 1</i>	
<i>Story 2</i>	
<i>Story 3</i>	
<i>Story 4</i>	
<i>Story 5</i>	