

# 3 THINGS YOU MUST DO TO STAND OUT ONLINE

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If you feel invisible online and don't know how to stand out from all the noise, the KEY is to CREATE a brand that stands out, centered around the people you want to help. After all, it's their attention you want, right?

How do you do that?

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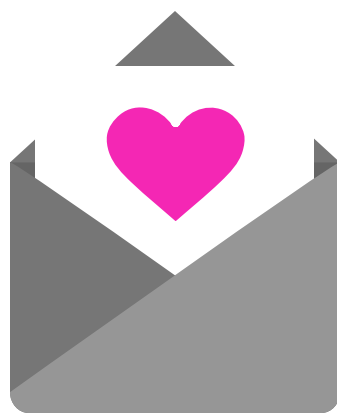
## 1. KNOW YOUR WHO



It might sound counter intuitive, but you can't help everybody. The most important part of your brand is getting CRYSTAL CLEAR on who you want to attract as clients so you can SPEAK DIRECTLY to them.

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## 2. KNOW THEIR PROBLEM



There is ONE reason people are online searching for you - because you can help them solve a BIG problem they have right now. What is it? When you know and talk about it, that's what makes you GET THEIR ATTENTION.

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## 3. CREATE A SOLUTION



Don't expect people to figure it out for themselves. Create a solution for their problem and get it in front of them. When you do this, you make it EASY for them to SAY YES to working with you.

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