### Name:

- **Who helps you (Key Partners):**
  - Who helps you provide Value to others?
  - Who supplies you with Key Resources or perform Key Activities on your behalf?
  - Could they?

- **What you do (Key Activities):**
  - List several critical activities you perform at work each day that differentiate your occupation from others.
  - What are your Key Activities?
  - How do your Channels and Customer Relationships require?

- **How you help (Value Provided):**
  - What Value do you deliver to Customers?
  - What problem do you solve or need do you satisfy?
  - What specific benefits do Customers enjoy as a result of your work?

- **Who you are & what you have (Key Resources):**
  - What do you get most excited about at work?
  - What do you get most excited about at work?
  - Describe critical resources you've learned to do.

- **How you interact (Customer Relationships):**
  - What kinds of relationships do your Customers expect you to establish and maintain with them?
  - Describe the types of relationships you have in place now.

- **How they know you & how you deliver (Channels):**
  - Through what Channels do your Customers want to be reached?
  - Describe the types of relationships you have in place now.

- **Who you help (Customers):**
  - For whom do you create Value?
  - For what Value are your Customers truly willing to pay?

- **What you give (Costs):**
  - List costs and resources you incur to perform your work.
  - What do you give up in order to work (family or personal time, etc.)?

- **What you get (Revenue and Benefits):**
  - List compensation and rewards you receive for your work.
  - How do they pay now? How might they prefer to pay?