

EXERCISE 2

Create three Ask Stories

“There are A , they are B , they need C , which costs D , so that E .”

A Beneficiary	B Problem	C Solution	D Cost	SO THAT	E Hopeful Future
				So that	
				So that	
				So that	

Transform each Ask Story into a specific Ask

“There is an (A)_____, she/he/it is (B)_____, they need (C)_____, which costs (D)_____, so that (E)_____.”

“There is an (A)_____, she/he/it is (B)_____, they need (C)_____, which costs (D)_____, so that (E)_____.”

“There is an (A)_____, she/he/it is (B)_____, they need (C)_____, which costs (D)_____, so that (E)_____.”