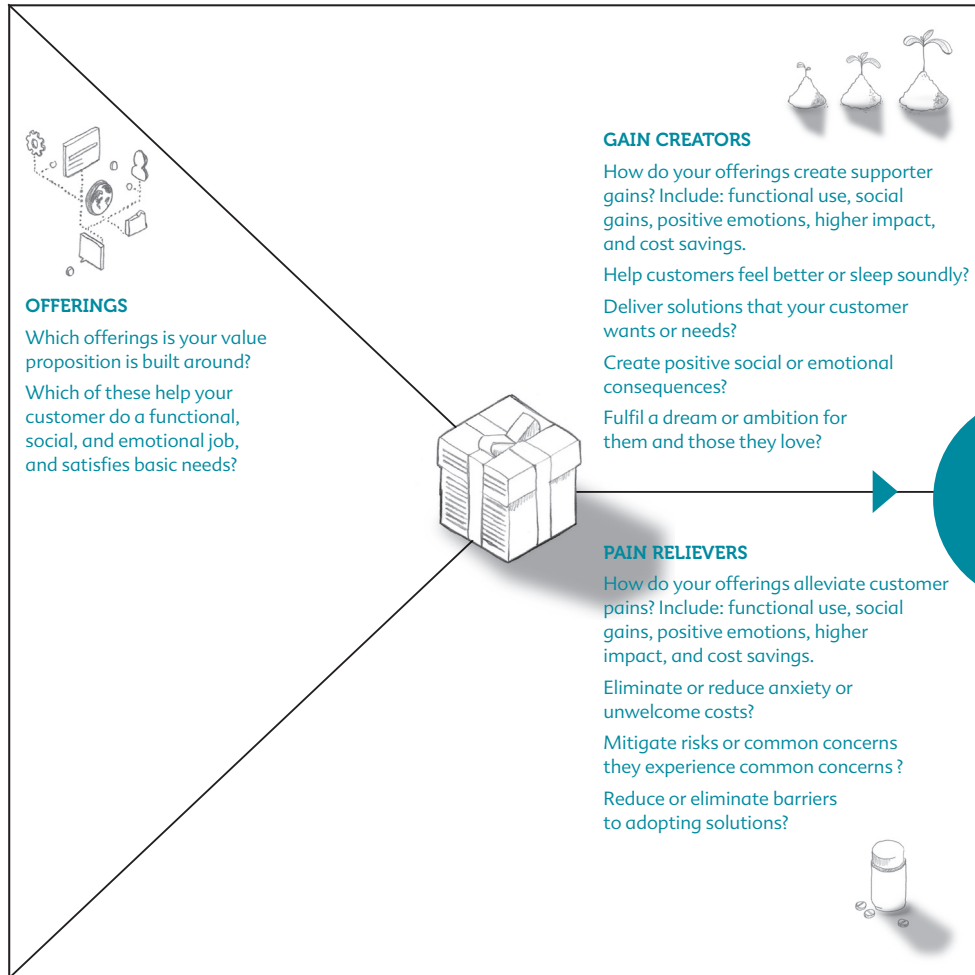


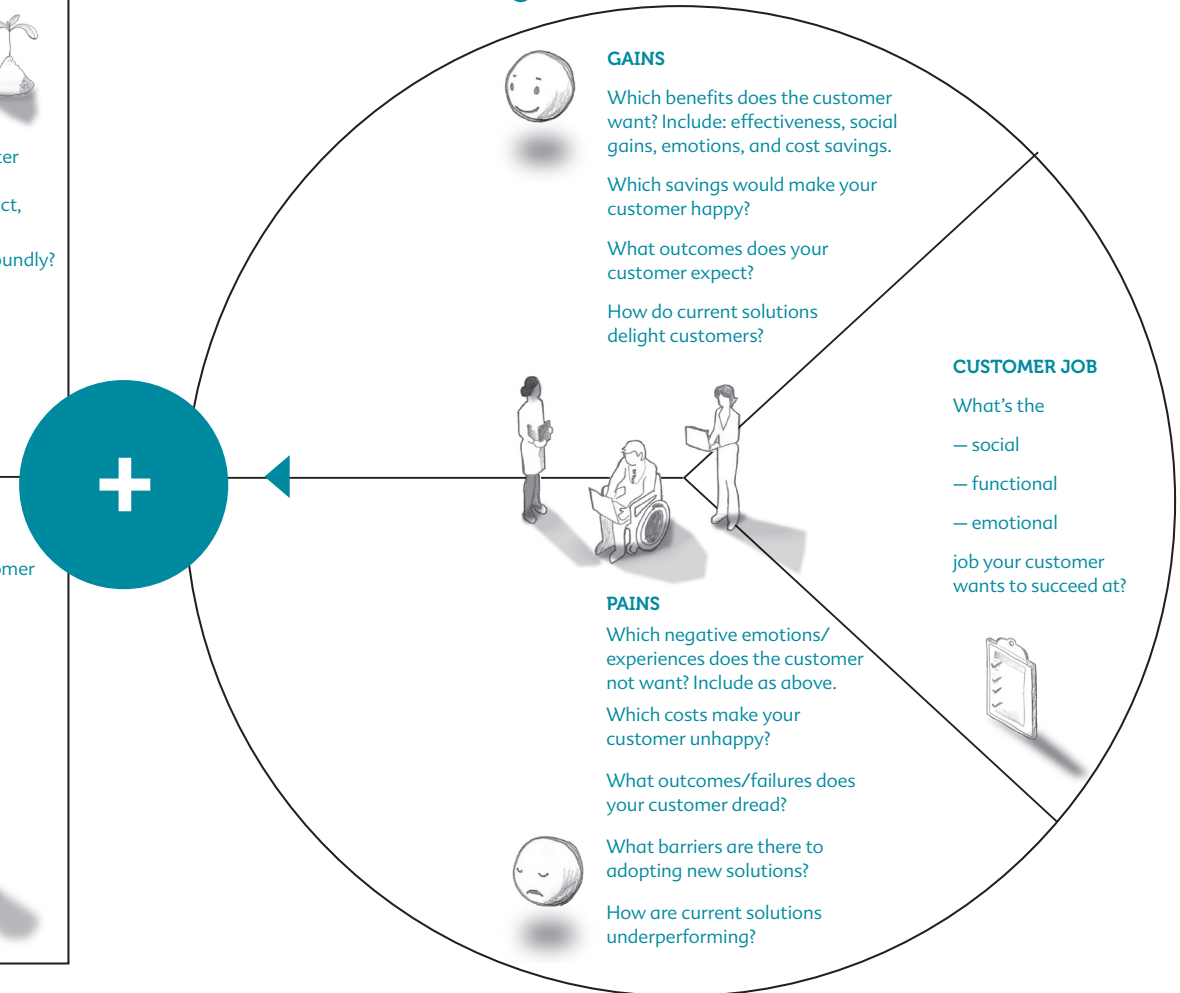
# Creating your social value proposition

+ Combine your Value Map and Customer Profile to create your Value Proposition

## VALUE MAP



## CUSTOMER PROFILE



\* Customers include: supporters, donors, funders and users

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