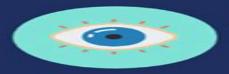
PERSONAL BRANDING TIPS



BE VISIBLE AND EASY TO REACH

Your personal brand should follow you everywhere you go

MAKE YOURSELF APPROACHABLE

Make it easy for people to contact you and help them





SET UP YOUR VALUE PROPOSITION

A value proposition is something that makes you appreciated

SHOW THE REAL YOU ONLINE

Start digital interactions and show people your true voice





MAINTAIN A DATABASE OF CONTACTS

Keep a detailed list of all your contacts for future collaborations

ALWAYS LEARN & KEEP UP WITH THE TRENDS

Know and understand your industry inside and out





INCLUDE THE AUDIENCE IN YOUR JOURNEY

Become a trusted source of info & include your audience in your activity

How To Get Personal Brand On Instagram Tips For Freelancers

SATAPOLCEO

How To Get Personal Brand On Instagram Tips For Freelancers:

Freelance Riches: How I Made My First \$5,000 Online in 30 Days inkquesto, 2025-08-20 Freelance Riches How I Made My First 5 000 Online in 30 Days Are you ready to start earning real money online work from home and build a freelance career that fits your lifestyle Whether you re a student housewife retired professional or anyone looking to create a side income this book is your ultimate step by step guide to unlocking the world of freelancing Inside Freelance Riches you ll discover Proven strategies to land high paying freelance clients even if you have no prior experience Step by step methods to create winning proposals and gigs on Fiverr Upwork Freelancer and more Insider tips to avoid common mistakes that keep beginners stuck Actionable techniques to scale your freelance business and increase your rates Time tested methods to build multiple streams of online income and achieve financial freedom This book doesn t just give theory it gives practical real world examples that you can implement immediately By following the simple steps outlined you ll gain the confidence skills and knowledge to start earning money online and build a sustainable freelance career Why This Book is Perfect for You Students Learn how to earn extra income while studying Housewives Discover flexible freelance opportunities that can fit around your schedule Retired Professionals Explore new ways to stay productive and earn from home Work From Home Seekers Start earning online without commuting or office constraints Whether you re starting from zero or looking to scale your freelance business Freelance Riches will guide you from your first client to financial freedom Start your journey to financial independence today grab your copy and unlock the secrets to earning 5 000 online in just 30 days Climb the Career Ladder: Proven Tips for Promotions and Thriving in Freelance and Remote Work Kristy Hendrix, 2024-12-13 Climb the Career Ladder is a practical guide to help you succeed in today s dynamic job market Whether you seek promotions in a traditional workplace or thrive in freelance or remote work this book offers proven tips and strategies to empower your career growth Discover how to Enhance your skills build a strong personal brand and communicate effectively Cultivate relationships find mentors and leverage technology for career advancement Set goals manage performance and navigate challenges Establish a successful freelance or remote work career including time management productivity techniques and business development Adapt to future trends in career development and embrace continuous learning With real world examples and actionable insights this book empowers you to unlock your career potential and achieve success in the ever evolving world of work The Freelancer's Playbook Aaron Hayes, 2025-06-06 Ready to swap the 9 to 5 grind for a writing career you control The Freelancer's Playbook hands you a proven step by step system for turning words into a predictable income without the guess work overwhelm or feast or famine cycle Inside you ll learn How to pinpoint a lucrative niche and craft a magnetic writer brand Portfolio shortcuts even if you have zero paid clips Cold pitch and networking templates that land higher paying clients fast Smart pricing models hourly vs project vs retainer and confidence boosting negotiation scripts Workflow legal and tax checklists that turn side hustle into a real business 30 day action plan fill in the

blank proposals and swipe files ready to deploy today Imagine choosing projects that excite you setting your own hours and earning more than you did at the office while working anywhere with Wi Fi Perfect for Aspiring freelancers leaving corporate life Writers stuck in low pay content mills Side hustlers who want steady premium clients Stop Googling random tips start following a roadmap Scroll up and click Buy Now to launch your profitable freelance writing career today Freelancer's Guide to Building a Successful Solo Career Ahmed Musa, 2024-12-20 Freedom flexibility and financial success freelancing offers it all But building a thriving solo career doesn't happen by chance The Freelancer's Guide to Building a Successful Solo Career is your comprehensive roadmap to mastering the art of freelancing turning your passion into profit and creating a life you love Whether you re starting out pivoting from a traditional job or scaling your freelance business this book is packed with actionable strategies to help you succeed Inside you ll discover Finding Your Niche How to identify your unique value and target the right clients Setting Your Rates Learn the secrets to pricing your services for profit without underselling yourself Attracting Clients Proven techniques to market yourself stand out from the competition and secure consistent work Managing the Business Side From contracts to taxes everything you need to know to run your freelance career like a pro Mastering Productivity Tips and tools to stay organized meet deadlines and balance work with life Scaling for Success How to grow your client base raise your rates and achieve long term sustainability This isn t just another book about freelancing it s a practical guide designed to empower you to build a career on your own terms Packed with real world insights expert advice and templates to get you started it s the ultimate companion for anyone looking to thrive in the freelance world Take control of your future Grab your copy of The Freelancer's Guide to Building a Successful Solo Career today and start building the career and life you ve always wanted Money Making Skills for Teens Dennis B. Baker, 2025-05-19 Money Making Skills for Teens Learn to Earn Save and Build Real Wealth Before You Graduate The financial playbook every smart teen needs but most never get What if you could graduate with more money saved than most adults What if you knew how to earn your own income launch a side hustle invest early and make confident financial choices all before turning 18 That's exactly what this book is about Money Making Skills for Teens is your step by step guide to mastering the money game while you re still young enough to shape your future without debt doubt or pressure Written in a relatable no fluff tone for motivated teens this book walks you through real world money skills that school usually forgets to teach Inside you ll learn How to earn your first dollar and multiply it Which teen friendly side hustles actually work Why saving is the key to freedom not restriction How to create a simple budget that doesn't feel like a punishment What investing really means and how compound interest works in your favor How to protect your digital money and avoid scams Why you are your brand and how to build a reputation that opens doors How to talk to parents and mentors about money confidently And how to create a 90 day action plan to hit real financial goals Whether you re working part time freelancing selling online or just learning to manage allowance or gift money this book meets you where you are and helps you level up Perfect for

teens aged 13 to 19 and a must read for parents teachers and mentors who want to set young people up for financial confidence this guide is packed with real stories examples and tools that make money feel doable By the end you won t just understand how money works you ll know how to make it work for you It s not about becoming rich overnight It s about becoming ready Because the truth is You re not too young to be wealthy You re just getting started and this book is your Prompt to Profit Luca Miles West, 2025-02-26 Transform Your Creativity into a Thriving AI Freelance Career In an era where artificial intelligence is reshaping industries the opportunity to harness its power and establish a successful freelance business is unprecedented and it s at your fingertips Dive into the world of AI driven freelancing with Prompt to Profit How to Build a 10K AI Freelance Business where the secrets to crafting a lucrative career from the comfort of your home are revealed Explore the intriguing landscape of today's AI market and discover how to position yourself as a sought after freelancer This guide walks you through crucial steps from building a robust online presence to mastering advanced AI tools like ChatGPT and MidJourney Learn essential techniques that transform ordinary prompts into profit generating machines and uncover strategies to find and secure high value clients with confidence Every chapter is packed with actionable insights such as automating workflows for maximum efficiency scaling your business and navigating common challenges with ease Understand how to manage your finances effectively ensuring both growth and stability You ll gain inspiration from successful AI freelancers who have paved the way adapting their winning strategies to your unique journey Are you ready to step into the future of freelancing and make a significant impact in the global market Whether you re transitioning from a side gig or looking to enhance your full time income this book is your ultimate companion Equip yourself with the tools and knowledge to build a resilient forward thinking freelance business that not only meets today s demands but is poised to thrive in tomorrow s economy Becoming an Independent Information Professional Melissa M. Powell,2017-10-27 Many LIS professionals and students are interested in independent work opportunities either as a full time career or on a temporary or part time basis This book shares the experiences of successful information professionals who work as contractors or consultants Have you ever dreamed of life outside the library If you ve ever wondered how you as an information professional can carve out a career or even find lucrative temporary work serving as a contractor consultant or freelancer this book is for you Editor Melissa M Powell and other successful independent library professionals will help you decide if contracting is right for you describe what to expect as an independent information professional and identify the key steps to take This book is for any librarian in any type of library or any LIS student who wishes to do independent work whether as a full time consultant trainer or contractor or on a temporary or part time basis Readers will learn how to perform a self assessment to decide if consulting work is a good fit for them and understand the market for values based consulting The book addresses important topics and common questions for those new to being a contractor such as establishing a legal structure for your business financing your start up and maintaining the books marketing working with clients outside of the

library profession and project management A list of resources and sample forms are also provided Moonlighting on the Internet Shelby Larson, 2016-03-15 MAKE AN EXTRA 1000 PER MONTH IN JUST 5 10 HOURS PER WEEK Moonlighting on the Internet presents the most reliable and proven ways to create extra income for the short term and establish a continual revenue stream for the long term giving consideration to your time and lifestyle needs Internet entrepreneur Shelby Larson does not encourage you to make money from home in your underwear or present the magic bullet plan to making millions Instead Larson shows you how to Assess your skills resources and goals Evaluate the right profit path for you Find clients create proposals manage projects and set rates Market your website using smart high quality content that ranks well Generate traffic using display ads retargeting and other traffic drivers Distribute content using social media Q A sites and forums Create sales funnels using proven traffic strategies and tactics **Instagram Marketing Advertising Roberts** Ronald, 2019-12-16 Are you looking to boost your brand visibility and gain new clients for your business Would you like to build an excellent presence on Instagram Are you interested in becoming a thought leader in your industry If you re ready to learn all the essential tricks of the Instagram trade this is the perfect book to take you through the process step by step Read on Instagram has transformed from just another photo app to a huge business hub for countless brands and organizations Over one billion users have accounts on the growing social network and at least 60 percent of them log in daily Therefore there are bound to be thousands of Instagram users interested in your offerings if not more Now companies and corporations on IG as the site is fondly nicknamed can sign up for business accounts Brands from every industry can adopt the use of Instagram Whether your brand is related to health technology law security education agriculture tourism or any other field Instagram is a powerful tool for promoting your products and services and gaining traction In this comprehensive guide entitled Instagram Marketing Advertising 2019 10 000 Month Ultimate Guide for Personal Branding Affiliate Marketing and Drop Shipping Best Tips and Strategies to Skyrocket Your Business with Instagram Ads Roberts Ronald outlines all the knowledge you need to get you up to speed on using IG to promote your business or personal brand By the end of this book you will discover How to create and optimize your Instagram business profile Tips for creating amazingly effective posts How to choose hashtags that will boost post engagements build your brand and connect with your target audience Ways to measure your performance using IG analytics How to run a successful Instagram ad campaigns with photo ads video ads story ads canvas story ads and carousels Tips and tricks to increase your followers How to design a top notch Instagram contest Ways to use Instagram for building a personal brand How to build passive income through affiliate marketing and drop shipping on IG And much more Instagram is the new television Instagram marketing is a potent tool being used by more and more individuals to effectively gain the attention of their potential clients and customers and advertise their products and services Even if you we never used Instagram before the tools and strategies presented in this easy to read guide will teach you everything you need to know to get started Check out this book to learn all there is about how to use Instagram

ads to enhance your brand s reputation and increase revenue **Instagram Marketing Advertising Robert** Grow, 2020-10-16 At first some people get into Instagram to socialize and for fun Anyway it is a better way to share some of your personal photos and perhaps show off In addition Instagram can be used for an effective and fruitful marketing strategy Most of the people on Instagram are unaware that you can make their business more visible However this becomes better when you have clearly identified your niche Most of the prevalent niches are fashion health and fitness travel and tourism and beauty It should not be an issue if your business does not fall under any of these niches Start by evaluating the most appropriate niche for your business which makes you unique There is an Instagram niche for everyone whether you are a succulent grower food blogger nature lover or a travel marketer You just need to find your niche and stick to it Doing this may not be easy take time deliberating the best choice It also requires accuracy and patience For effective Instagram marketing You must be sure that the content you share through Instagram will reflect the values that you represent as a brand Being genuine can help you resonate well with your target audience You should be flexible without compromising your business goals Even though the strategies and tactics described in this book are proven effective you must still be open to experimenting to see which can really bring results You should always be mindful of your Instagram activities While you can outsource the job it is still your responsibility to make sure that your posts are beneficial to your brand and your activities can bring results Be on top of your online activities as it can make or break your business This guide will focus on the following Why use Instagram How Instagram works the different functionalities How to make a great Instagram account How to make money from Instagram page Why content needs to be effective Building a personal brand in 2019 How to do lead magnet on Instagram like a pro Creating an effective marketing strategy Why Instagram for social marketing Best apps to use to market your brand on Instagram Building value and setting up your account for success Common mistakes to avoid when marketing on Instagram The best tips for growing your Instagram business account AND MORE **INSTAGRAM** MARKETING ADVERTISING 2020 Robert Grow, 2020-10-16 At first some people get into Instagram to socialize and for fun Anyway it is a better way to share some of your personal photos and perhaps show off In addition Instagram can be used for an effective and fruitful marketing strategy Most of the people on Instagram are unaware that you can make their business more visible However this becomes better when you have clearly identified your niche Most of the prevalent niches are fashion health and fitness travel and tourism and beauty It should not be an issue if your business does not fall under any of these niches Start by evaluating the most appropriate niche for your business which makes you unique There is an Instagram niche for everyone whether you are a succulent grower food blogger nature lover or a travel marketer You just need to find your niche and stick to it Doing this may not be easy take time deliberating the best choice It also requires accuracy and patience For effective Instagram marketing You must be sure that the content you share through Instagram will reflect the values that you represent as a brand Being genuine can help you resonate well with your target audience You should be

flexible without compromising your business goals Even though the strategies and tactics described in this book are proven effective you must still be open to experimenting to see which can really bring results You should always be mindful of your Instagram activities While you can outsource the job it is still your responsibility to make sure that your posts are beneficial to your brand and your activities can bring results Be on top of your online activities as it can make or break your business This guide will focus on the following Why use Instagram How Instagram works the different functionalities How to make a great Instagram account How to make money from Instagram page Why content needs to be effective Building a personal brand in 2019 How to do lead magnet on Instagram like a pro Creating an effective marketing strategy Why Instagram for social marketing Best apps to use to market your brand on Instagram Building value and setting up your account for success Common mistakes to avoid when marketing on Instagram The best tips for growing your Instagram business account AND **MORE** Instagram Marketing Advertising: 10,000/month Ultimate Guide for Personal Branding, Affiliate Marketing & Dropshipping - Best Tips & Strategies to Sky David Reese, 2019-11-29 Are you looking to boost your brand visibility and gain new clients for your business Would you like to build an excellent presence on Instagram Are you interested in becoming a thought leader in your industry If you re ready to learn all the essential tricks of the Instagram trade this is the perfect book to take you through the process step by step Read on Instagram has transformed from just another photo app to a huge business hub for countless brands and organizations Over one billion users have accounts on the growing social network and at least 60 percent of them log in daily Therefore there are bound to be thousands of Instagram users interested in your offerings if not more Now companies and corporations on IG as the site is fondly nicknamed can sign up for businessaccounts Brands from every industry can adopt the use of Instagram Whether your brand is related to health technology law security education agriculture tourism or any other field Instagram is a powerful tool for promoting your products and services and gaining traction In this comprehensive guide entitled Instagram Marketing Advertising 2019 10 000 Month Ultimate Guide for Personal Branding Affiliate Marketing and Drop Shipping Best Tips and Strategies to Skyrocket Your Business with Instagram Ads Roberts Ronald outlines all the knowledge you need to get you up to speed on using IG to promote your business or personal brand By the end of this book you will discover How to create and optimize your Instagram business profile Tips for creating amazingly effective posts How to choose hashtags that will boost post engagements build your brand and connect with your target audience Ways to measure your performance using IG analytics How to run a successful Instagram ad campaigns with photo ads video ads story ads canvas story ads and carousels Tips and tricks to increase your followers How to design a top notch Instagram contest Ways to use Instagram for building a personal brand How to build passive income through affiliate marketing and drop shipping on IG And much more Instagram is the new television Instagram marketing is a potent tool being used by more and more individuals to effectively gain the attention of their potential clients and customers and advertise their products and services Even if you ve never used Instagram before the

tools and strategies presented in this easy to read guide will teach you everything you need to know to get started Check out this book to learn all there is about how to use Instagram ads to enhance your brand's reputation and increase revenue Why wait Get started with one easy click of the BUY button now Instagram Marketing Secrets Donald White, 2021-02-17 55% OFF for Bookstores NOW at 12 14 instead of 26 97 LAST DAYS Do you want to win more customers Social media if used for business is a great way to market anything You can build trust with clients meet new customers interact with thousands and scale up earnings very quickly Businesses of today use social media all the time and have been for the last 15 years or so Why Because it works They use their own handle of course but they also use it to engage with customers in a more approachable way Once you know how to do these things customers will begin to rely upon you and your services and products I have made the book into sections so as to make it easier for you to have a quick view and reference point should you need it later on This will make it a lot better for you to know all there is about the other social media platforms and how they can help you to grow You will learn how to engage people and reach out within these different platforms and more When it comes to advertisements I got you covered with an easy to follow solution to photo and video ads smart phone users as well as various other neat tips The topics covered in this social media marketing guidebook will enable you to take your business to the next level This book covers Why Social Media is Getting a Primary Pole in Building Businesses Online Becoming an Influencer Starting a Business on Social Media Monetize Your Audience Facebook Marketing Facebook Ads Instagram Marketing Twitter Marketing YouTube Marketing Snap Chat Pinterest Marketing Things to Remember And much more Social media can be fun Remember that It can be so much fun to communicate on a daily basis with your customers finding out what they want from you and learning about your base You add more richness to your company and improve the most important relationship for any business your customers They re the most important part after all 55% OFF for Bookstores NOW at 12 14 instead of 26 97 LAST DAYS You will Never Stop Using this Awesome Cookbook Buy it NOW and get addicted to this amazing book

Instagram Marketing Advertising Ronald Roberts,2019 Are you looking to boost your brand visibility and gain new clients for your business Would you like to build an excellent presence on Instagram Are you interested in becoming a thought leader in your industry If you re ready to learn all the essential tricks of the Instagram trade this is the perfect book to take you through the process step by step Read on Instagram has transformed from just another photo app to a huge business hub for countless brands and organizations Over one billion users have accounts on the growing social network and at least 60 percent of them log in daily Therefore there are bound to be thousands of Instagram users interested in your offerings if not more Now companies and corporations on IG as the site is fondly nicknamed can sign up for businessaccounts Brands from every industry can adopt the use of Instagram Whether your brand is related to health technology law security education agriculture tourism or any other field Instagram is a powerful tool for promoting your products and services and gaining traction In this comprehensive guide entitled Instagram Marketing Advertising 2019 10 000 Month Ultimate Guide for

Personal Branding Affiliate Marketing and Drop Shipping Best Tips and Strategies to Skyrocket Your Business with Instagram Ads Roberts Ronald outlines all the knowledge you need to get you up to speed on using IG to promote your business or personal brand By the end of this book you will discover How to create and optimize your Instagram business profileTips for creating amazingly effective postsHow to choose hashtags that will boost post engagements build your brand and connect with your target audienceWays to measure your performance using IG analyticsHow to run a successful Instagram ad campaigns with photo ads video ads story ads canvas story ads and carouselsTips and tricks to increase your followers How to design a top notch Instagram contest Ways to use Instagram for building a personal brand How to build passive income through affiliate marketing and drop shipping on IGAnd much more Instagram is the new television Instagram marketing is a potent tool being used by more and more individuals to effectively gain the attention of their potential clients and customers and advertise their products and services Even if you ve never used Instagram before the tools and strategies presented in this easy to read guide will teach you everything you need to know to get started Check out this book to learn all there is about how to use Instagram ads to enhance your brand's reputation and increase revenue Why wait Get started with one easy click of the BUY button now **Insta-Profit** Sergio Rijo, 2023-02-18 Insta Profit is the ultimate guide for anyone looking to turn their Instagram presence into a profitable business This comprehensive book covers a range of topics from sponsored content and affiliate marketing to online courses coaching and print on demand services Whether you are a beginner or an experienced Instagram user this book provides expert advice and actionable tips to help you succeed Throughout the book readers will learn how to find the right monetization strategy for their niche and audience The author provides detailed instructions on how to create engaging and authentic content that resonates with followers attract brand collaborations build strong relationships with clients and promote products and services In addition to covering a wide range of monetization strategies Insta Profit includes best practices and long term tips to help readers achieve lasting success on the platform The author emphasizes the importance of building a loyal following engaging with followers and staying up to date with the latest trends and features on Instagram With this book readers will have all the tools they need to build a successful business on Instagram Whether you are looking to make some extra money or turn your Instagram presence into a full time career Insta Profit provides expert guidance and actionable tips to help you achieve your goals INSTAGRAM MARKETING SECRETS 2021 The Ultimate Beginners Guide to Grow Your Following, Become a Social Media Influencer with Your Personal Brand, Set a Business Plan and Make More Money Gary Godin, Allan Kennedy, 2020-12-27 Do you want to get popular on Instagram Still wasting your time wondering how influencers get their success Still spending hours to choose the right hashtag Would you like to make money on Instagram Frustrating All your efforts seem to be useless So much time spent changing that filter and how much patience is needed to write that long queue of hashtags Those contents never seem to catch anybody s attention even though they look really well made And

what about all of that money spent in ads Have you ever thought something in your strategy is missing You need a guide yes Sir And that s just what we want to give you You need to learn how Instagram really works and what mindset you must have to succeed We are going to show you how to set up an effective business page and how to profit from it You will learn how to get viral in a few weeks You will learn History of Instagram and how it works What s the right mindset to be successful on instagram 10 things to avoid on Instagram 7 ways to make money with Instagram How to make an effective content step by step The 8 best tools to boost your page How to master Instagram ads With these simple tips you will be able to make a business profitably and safely using high profit strategies This book will provide you the capability to generate a consistent and long lasting passive income If you think this won t work on you because it s too abstract or technical then NO WORRIES This guide is full of easy examples and practical exercises to speed up your improvements You will find roadmaps to reach your goal in 4 weeks The self evaluation section will help you to monitor your progress and check what you have learnt Well these are the tools you needed the only step missing is your action WHAT ARE YOU WAITING FOR CLICK THE BUY NOW **Instagram Marketing Blueprint 2021** Brandon's Business Guides, 2020-11-20 Finally A Practical Guide to BUTTON RAPIDLY Grow Your Instagram Following Build Your Brand and Uncover Your Tribe Without Using Illegal or Shady Tactics Do you want 1000 s of Relevant Instagram Followers Do you want to discover how to turn these Followers into long term paying customers Do you want to discover how to get Your Tribe asking you to sell to them Yes it s possible While having thousands of followers and likes can be great for your Ego what use are they if they aren t related to your niche and more importantly will NEVER become your customers Being Successful on Social Media is all about to turning your followers into paying customers and then having these customers come back again and again until they literally ask you to release more products Whether you re looking to grow your business build a personal brand or rapidly grow niche Instagram accounts this practical blueprint will show you exactly how to go from 0 followers to engaged relevant followers in no time Instagram is currently a wide open playground that the majority of businesses just aren t capitalizing on But you have the opportunity to be different P S Instagram have recently updated a LOT of their platform therefore it s more important than ever to get the up to date information you and your business need to crush Instagram marketing like never before Here's a preview of what s inside Exactly How to Monetize Your Instagram to Earn 1000 s EVERY single month This Works For BOTH Businesses Personal Brands How to Optimize Every Aspect Of Your Instagram Profile to Skyrocket it's Growth Including 5 Simple Tricks You Need To Know For 2021 3 Simple Yet Incredibly Effective Ways to Ethically Profit From Your Raving Followers Fans 10 Essential Tips to Drastically Increase Your Engagement Essential If You Want To Monetize Your Account Why Knowing Your Exact Niche Is CRUCIAL 3 Successful Example Accounts In Very Targeted Niches The Secrets To Leveraging The Instagram Algorithm Features To Grow Your Brand Business 5 Tips For Unlimited Inspiration Ideas For Creating Original Engagement Friendly Content That Your Followers LOVE How To Make 100 s EVERY DAY Even if You Have ZERO Products or Services to

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web moderators may be non lawyers this program is for middle school through high school students moderators will set up the room with 2 counsel tables a judge s bench clerk s station and witness chair place the exhibits on the bench you are here to facilitate the mock trial and jury deliberations

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web bailiff yes or i do you may be seated judge members of the jury your duty today will be to determine whether the plaintiffs prove that the defendant caused the wrongful death of their son you must find a verdict based on a preponderance of the evidence or the most convincing evidence and facts presented

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web step 1 discuss the facts of the case and the relevant law with students step 2 identify the people involved in the trial plaintiff defendant witnesses judge jury and lawyers step 3 summarize each person s role in the sample case ted is