#### 100 + squats:

https://rumble.com/v41xo8x-100-full-rom-squats-with-10kg-vest.html

#### Who Am I Writing To And Where Are They Now?

#### **Current State:**

Jason is 29 years old, living in Alabama close to where he grew up.

He's currently making \$14 an hour in the warehouse of a washed up tire changing workshop.

He's got a voice inside of him telling him to choose another walk of life, something that his family and relatives are strongly encouraging him to do as well...

But he's never been a proactive or brave person in his little town in Alabama, and he feels like he is stuck in a rut he won't get out of anytime soon.

He knows that if he keeps doing what he's doing, he'll end up like his 58 year old colleague Billy that had a dream in his 20's about becoming a race driver mechanic, now he's miserable, drinking his sorrows away the best he can every evening.

**Social situation:** He knows a few people from childhood that lives in town, but he's not speaking with them very much, he feels like he doesn't deserve his time since his "failing" at 29.

He's super single, wanting to someday grow a pair so he can talk to a pretty woman when he's in town.

His parents still live in the same house he grew up in, and every time he visits family gatherings he can see a growing sadness in his mothers eyes and subtle disappointment from his father.

**Vehicle:** His Honda Civic expresses the exact opposite of what Jason wants.

He'd much rather "Have a big ass truck sittin a bit muddy, but in fine condition, on the driveway".

**Daily Thought:** "Lookin to do sometin a lil different, thinkin bout how it would be living like Chad from high school nowadays. I heard he's makin a whoppin \$30 an hour as a welder down at the power plant"

Then he thinks, if only he knew what Chad did to become such a welder that would get that dream job, and built some courage, he would've jumped head first into that opportunity.

Everything to get out of his shit hole and not have to hear Billy's mean comments anymore.

#### Where Do I Want Him To Go?

**I want to:** Fulfill Jason's deepest desire to, just like Chad, get a nice job at the power plant.

Then he could become proud of himself, buy a fine ass truck with a lift kit that would get him a beautiful woman and a proud family when he goes to the gatherings.

And he knows deep down that he would become a completely different man if he actually got that job.

Because he's seen Chad isn't moving like a washed up country boy any more. No, he's talking and acting as smoothly as those engineers from the power plant you see every once in a while.

Jason needs the education that got Chad to land his job as a welder at the powerplant and become a completely different human being.

### What Steps Do I Want Him To Take To Get The Job Chad Has And Become Proud Of Himself?

I want Jason to see the homepage for the <u>Weld South</u> welding school when he's searching for how to find out what Chad did to get his job on the internet.

And when he lands on that homepage, which has really blunt copy as of today, I want him to feel that the certifications, promised career and financing options puts him over the edge to enroll on a course and change his life for the better.

#### In my self analysis I've Seen The Following:

Keeping in mind that Jason is an introvert, "assuming" that he will take the steps himself to search on google might be unlikely.

So I should have made a Facebook ad and a physical flyer to build a funnel that gets him onto the homepage.

The reason I focused on the homepage so far was that based on Weld South's platforms, they seem to be very popular without much online advertising, so they seem to be working with a lot of word of mouth.

So the mission becomes to get their homepage exciting since it is really blunt right now.

Their design is good at the moment, they have clear distinct sections on the website, so I've rewritten the copy in those sections in this google doc.

It could've been better to have more flowing text between the "sections" to create a flowing story that resonates more with Jason, but I thought it should be simple at the same time so it remains a homepage on a website and not some Sales Page.

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"Top Notch Guys down there at Weld South, these guys are good welders and they have the skill set and the patience to teach people the right way of doing this job, guys will learn the skills that these employers are looking for!"

- David, Weld South Graduate.

"If you're wanting to learn how to weld down in Alabama. Hit up Weld South, they have different classes throughout the day where you can still work your regular job. They are Jam up guys and if it wasn't for them I wouldn't be where i'm at today!"

- Cole, Weld South Graduate, now self-employed welder.



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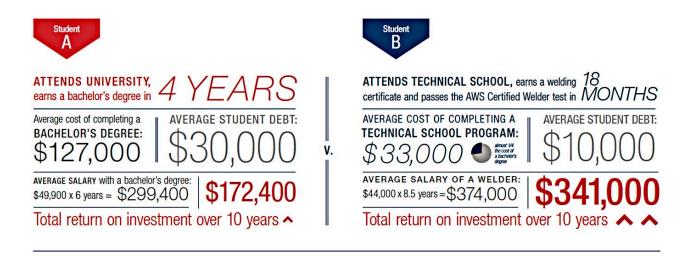
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