

# Summary analysis of this is marketing you can t b Manual

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This article provides an in-depth summary and analysis of the influential book "This Is Marketing: You Can't Be Seen Until You Learn to See" by Seth Godin. Recognized as one of the most impactful marketing books of recent years, it challenges traditional marketing paradigms and offers a fresh perspective rooted in empathy, authenticity, and value-driven strategies. Whether you're a marketing professional, entrepreneur, or simply interested in understanding modern marketing principles, this comprehensive review will help you grasp the core concepts, key takeaways, and practical applications of Seth Godin's work.

## Overview of "This Is Marketing"

### Author Background

Seth Godin is a renowned marketing expert, author, and speaker known for his innovative ideas that have transformed the way businesses approach marketing. His philosophies emphasize human connection, storytelling, and creating meaningful change. "This Is Marketing" is a culmination of his decades of experience, distilling complex marketing concepts into accessible and actionable insights.

### Book Purpose and Audience

The primary goal of "This Is Marketing" is to shift the reader's mindset from traditional advertising tactics to a more empathetic and value-driven approach. The book is tailored for marketers, entrepreneurs, small business owners, and anyone interested in creating genuine connections with their audience.

## Core Themes and Concepts in "This Is Marketing"

### 1. Marketing as a Service

Godin emphasizes that marketing is fundamentally about serving your target audience's needs and desires. Instead of pushing products or services onto consumers, successful marketing involves understanding their problems and providing solutions that genuinely improve their lives.

## 2. The Importance of Niche and Targeting

A key message is that good marketing is not about appealing to everyone but about finding and serving a specific, well-defined audience. This focus allows for more meaningful engagement and better results.

Key points about niching:

- Identifying a niche creates clarity and purpose.
- Serving a niche builds brand loyalty.
- Narrow focus leads to less wasted effort.

## 3. Building Trust and Permission

Godin advocates for earning permission from your audience rather than interrupting them with intrusive ads. Building trust over time leads to stronger relationships and higher conversion rates.

Permission marketing involves:

- Providing consistent value.
- Being transparent and authentic.
- Respecting your audience's choices.

## 4. The Power of Stories and Emotions

Effective marketing tells compelling stories that resonate emotionally. People buy based on feelings and justify with logic, so storytelling becomes a crucial tool.

## 5. Creating Meaningful Change

Successful marketing can lead to social or personal change. Godin encourages marketers to focus on causes and missions that inspire action and loyalty.

## Key Takeaways from "This Is Marketing"

### 1. Focus on Making a Difference

Instead of chasing mass appeal, aim to create products and messages that truly matter to a specific group. This authenticity fosters loyalty and advocacy.

## 2. Be Consistent and Patient

Building trust and a brand takes time. Consistent messaging and genuine engagement are vital.

## 3. Embrace Empathy

Understand your audience's worldview, fears, and aspirations. Empathy allows for more relevant and impactful marketing.

## 4. Simplify Your Message

Clarity beats complexity. Clear, concise communication helps your audience understand and connect with your message.

## 5. Focus on the Smallest Viable Audience

Target the smallest group possible that you can serve well. This approach maximizes your impact and creates strong community bonds.

## Practical Applications of "This Is Marketing"

### Developing Your Niche

- Conduct market research to identify underserved segments.
- Define your ideal customer profile.
- Tailor your messaging to address their specific needs.

### Building Trust Through Content

- Share valuable content consistently.
- Use storytelling to connect emotionally.
- Be transparent about your values and mission.

### Designing Ethical Campaigns

- Avoid manipulative tactics.
- Prioritize authenticity.
- Respect customer preferences and privacy.

## Measuring Success Differently

- Focus on engagement and loyalty rather than just sales.
- Use qualitative feedback to gauge impact.
- Aim for long-term relationships over short-term conversions.

## SEO Optimization and Keywords

To maximize the reach and visibility of this article, relevant SEO strategies are incorporated throughout. Keywords such as "This Is Marketing summary", "Seth Godin marketing principles", "modern marketing strategies", "permission marketing", "target audience segmentation", and "authentic marketing techniques" are seamlessly integrated. These keywords help attract readers searching for book summaries, marketing advice, or insights into Seth Godin's philosophy.

## Conclusion: Why "This Is Marketing" Matters

Seth Godin's "This Is Marketing" offers a paradigm shift from traditional, interruptive advertising to a more empathetic, value-driven approach focused on meaningful connection and societal impact. Its emphasis on niche marketing, permission, storytelling, and authenticity aligns perfectly with the needs of modern consumers who seek genuine relationships with brands. By adopting these principles, marketers and entrepreneurs can build sustainable businesses that resonate deeply with their audiences, foster loyalty, and create positive change.

This book is a must-read for anyone looking to redefine their marketing strategy in a rapidly evolving digital landscape. Its insights are timeless and applicable across industries, making it a cornerstone resource for current and future marketing success.

In summary, "This Is Marketing" by Seth Godin provides a comprehensive framework for creating impactful, ethical, and sustainable marketing campaigns. Its core ideas challenge conventional tactics and inspire a more human-centered approach that benefits both businesses and their communities. Embracing these principles can transform your marketing efforts and position you as a trusted leader in your field.

Remember: The essence of effective marketing lies not in shouting louder but in listening better, serving genuinely, and telling stories that matter.

This Is Marketing You Can't Be is a compelling exploration of modern marketing principles, emphasizing authenticity, customer-centricity, and ethical practices. Authored by renowned marketing expert Seth Godin, this book challenges traditional notions of advertising and sales, urging marketers to focus on meaningful connections rather than mere transactions. The core

message centers around the idea that effective marketing is rooted in understanding and serving a specific community or tribe, rather than trying to appeal to everyone indiscriminately. This review provides an in-depth analysis of the book's key themes, strengths, weaknesses, and practical implications for marketers and business owners alike.

## Overview of "This Is Marketing You Can't Be"

"This Is Marketing You Can't Be" is more than just a guide to selling products; it's a philosophical treatise on the nature of marketing in the 21st century. Seth Godin advocates for a shift away from interruptive, mass-market tactics toward more targeted, empathetic, and value-driven approaches. Throughout the book, Godin emphasizes that successful marketing is about creating change, solving real problems, and building trust within a community.

The book is structured into several key sections, each addressing fundamental aspects of marketing:

- The importance of targeting a specific niche or tribe
- Building trust and permission-based marketing
- Creating meaningful stories that resonate
- The ethical responsibilities of marketers
- Practical steps to implement these principles

By weaving personal anecdotes, case studies, and actionable advice, Godin makes a compelling case for redefining what marketing truly entails.

## Core Themes and Concepts

### 1. Marketing as a Service, Not a Sales Tactic

One of the foundational ideas in the book is that marketing should be viewed as a service to a community rather than a manipulative tool for pushing products. Godin argues that genuine marketing involves understanding the needs and desires of a specific group and offering solutions that genuinely improve their lives.

Features:

- Focus on solving problems rather than just selling products
- Building trust and credibility over time
- Recognizing that marketing is about serving a community's interests

Pros:

- Encourages ethical practices
- Fosters long-term relationships
- Creates loyal customer bases

Cons:

- May require a longer time to see results
- Less effective for businesses seeking quick sales

## 2. Targeting a Niche or Tribe

Godin stresses the importance of identifying and serving a niche rather than attempting to appeal to everyone. By focusing on a specific tribe with shared values and needs, marketers can create more personalized and impactful messages.

Features:

- Clear definition of target audience
- Tailored messaging and branding
- Building a community around shared interests

Pros:

- Higher engagement rates
- Stronger brand loyalty
- Less competition in niche markets

Cons:

- Limited market size
- Requires precise market research

## 3. Permission-Based Marketing

A key concept is the shift from interruption marketing (ads that disrupt) to permission marketing, where customers willingly opt-in to receive messages. This approach is more respectful and effective, fostering trust and openness.

Features:

- Consent-driven communication
- Focus on providing value first
- Building a mailing list or community

Pros:

- Higher conversion rates
- Better customer retention
- Reduced marketing wastage

Cons:

- Slower growth initially
- Requires ongoing effort to maintain permission

## 4. Storytelling and Authenticity

Godin emphasizes that stories are powerful tools in marketing. Authentic stories that reflect a brand's values resonate deeply, creating emotional connections that transcend features and benefits.

Features:

- Narrative-driven marketing
- Transparent and honest messaging
- Focus on the human element

Pros:

- Builds emotional bonds

- Differentiates brands in crowded markets
- Enhances brand reputation

Cons:

- Difficult to craft authentic stories
- Risk of misinterpretation or backlash

## Strengths of "This Is Marketing You Can't Be"

- Ethical Focus: The book champions responsible marketing, emphasizing integrity and respect for consumers.
- Modern Relevance: It aligns with digital marketing practices, social media engagement, and the importance of community-building.
- Actionable Advice: Clear steps and principles can be directly applied to real-world marketing strategies.
- Inspirational Tone: Encourages marketers to think creatively and ethically, fostering a sense of purpose.
- Comprehensive Coverage: Addresses various facets of marketing, from positioning to storytelling and community engagement.

## Weaknesses and Criticisms

- Idealistic Perspective: Some critics argue that the book's emphasis on ethics and community may overlook the competitive realities of aggressive marketing tactics.
- Limited Focus on Metrics: While the book advocates for trust and authenticity, it offers less guidance on measuring success quantitatively.
- Not a Step-by-Step Guide: For beginners seeking detailed implementation frameworks, the book's philosophical approach may feel abstract.
- Assumes a Certain Mindset: The principles may be more suitable for small to medium-sized enterprises than for large corporations entrenched in traditional marketing paradigms.

## Practical Takeaways

- Define your niche clearly and focus your efforts there.
- Build relationships through permission and value, not interruption.
- Use storytelling to communicate your brand's mission authentically.

- Always prioritize serving your community's needs over just selling products.
- Be transparent and genuine in all marketing communications.
- Cultivate patience; meaningful change and brand loyalty take time.

## Conclusion: Is "This Is Marketing You Can't Be" Worth Reading?

This book is an essential read for anyone interested in transforming their marketing approach to be more ethical, community-focused, and impactful. Seth Godin's insights challenge conventional marketing wisdom, urging practitioners to think more deeply about the purpose behind their efforts. While it may not provide a detailed tactical blueprint, its philosophical foundation encourages a mindset shift that can lead to more sustainable and meaningful marketing practices.

### Pros:

- Inspires authentic marketing practices
- Reinforces the importance of community and trust
- Offers timeless principles applicable across industries

### Cons:

- May seem idealistic or abstract for some
- Requires thoughtful application to translate into action

In summary, "This Is Marketing You Can't Be" is a thought-provoking and inspiring book that advocates for a more humane and purpose-driven approach to marketing. It calls on marketers to serve, connect, and create value genuinely, which ultimately leads to more authentic engagement and lasting success. Whether you are a seasoned professional or a newcomer, the principles outlined in this book can help redefine your approach and elevate your marketing to a higher level of integrity and effectiveness.

**Question** What is the main focus of 'This is Marketing' by Seth Godin? The book emphasizes the importance of understanding and serving a specific target audience, building trust, and creating meaningful connections rather than mass marketing tactics. How does 'This is Marketing' challenge traditional advertising approaches? It advocates for ethical, empathetic marketing that prioritizes creating value and relationships over aggressive sales techniques, shifting the focus from selling to serving customers. What are key takeaways from the summary analysis of 'This is Marketing'? Key takeaways include the significance of niche marketing, the power of storytelling, building trust over time, and the importance of authenticity in marketing efforts. Who would benefit most from reading 'This is Marketing'? Entrepreneurs, marketers, small business

owners, and anyone interested in ethical, customer-centric marketing strategies would find valuable insights in the book. What is the overall message conveyed in the summary analysis of 'This is Marketing'? The core message is that successful marketing is about making a positive impact on a specific group by understanding their needs and building genuine relationships, rather than trying to reach everyone with broad campaigns.

**Related keywords:** marketing strategy, business analysis, marketing principles, branding tactics, customer engagement, marketing insights, advertising techniques, market segmentation, promotional strategies, marketing effectiveness

## ARMY EXECUTIVE SUMMARY FORMAT TEMPLATE

### army executive summary format template

Creating an effective executive summary is a critical component of military documentation, especially within the Army. An army executive summary format template provides a structured approach to presenting complex information succinctly and clearly. Whether preparing reports, proposals, or strategic plans, understanding how to craft a well-organized executive summary ensures that decision-makers grasp the essential points swiftly, facilitating informed and timely decisions. This article offers a comprehensive guide to understanding, designing, and utilizing an army executive summary format template, ensuring your military reports are professional, clear, and impactful.

## Understanding the Importance of an Army Executive Summary

### What is an Executive Summary?

An executive summary is a concise overview of a longer report or document. It summarizes the key points, findings, recommendations, and conclusions, enabling readers to quickly comprehend the document's purpose and essential details without reading the entire report.

### Why is it Essential in the Army?

In military operations and administrative processes, time is often limited, and decisions need to be made rapidly. An effective executive summary:

- Provides a quick snapshot of complex information

- Highlights critical issues and solutions
- Facilitates strategic decision-making
- Ensures commanders and stakeholders are aligned on core objectives

## Benefits of Using a Standardized Format

Adopting a consistent template ensures:

- Clarity and professionalism
- Ease of preparation and review
- Uniformity across reports
- Improved communication within military units

## Key Components of the Army Executive Summary Format Template

A well-structured executive summary typically contains the following sections:

### 1. Title and Identification

- Document title
- Report number or reference code
- Date of preparation
- Prepared by (name, rank, position)

### 2. Purpose or Objective

- Clear statement of the report's purpose
- The problem or issue addressed
- Scope of the report

### 3. Background or Context

- Brief overview of the situation leading to the report
- Relevant historical or situational context

### 4. Key Findings or Analysis

- Summary of critical data or observations
- Highlights of analysis performed
- Significant trends or patterns

## 5. Conclusions

- Summarized insights drawn from findings
- Main takeaways

## 6. Recommendations

- Actionable suggestions
- Prioritized steps
- Responsible parties

## 7. Summary and Closing Remarks

- Final remarks emphasizing urgency or importance
- Next steps or follow-up actions

## 8. Appendices and References (if applicable)

- Supporting data or documentation
- References to other reports or sources

## Designing an Army Executive Summary Format Template

Creating a template involves ensuring that each section is clearly defined, visually accessible, and adaptable to various types of reports.

### Best Practices for Template Design

- Use Clear Headings: Make each section easily identifiable.
- Maintain Consistent Formatting: Use uniform fonts, spacing, and numbering.
- Keep it Concise: Aim for one to two pages, focusing on essential information.
- Incorporate Visuals: Charts or tables can efficiently summarize data.

- Standardize Language: Use military terminology and clear, direct language.
- Include a Table of Contents: For longer reports, aiding navigation.

## Sample Army Executive Summary Format Template

> Title: [Report Title]

> Reference Number: [XXXX-XXXX]

> Date: [YYYY-MM-DD]

> Prepared by: [Name, Rank, Position]

Purpose:

[Briefly state the purpose of the report]

Background:

[Provide context or background information]

Key Findings:

- [Finding 1]
- [Finding 2]
- [Finding 3]

Conclusions:

- [Summary of insights]

Recommendations:

- [Action Step 1]
- [Action Step 2]
- [Action Step 3]

Summary:

[Final remarks emphasizing the importance of the report and next steps]

Attachments:

- [List of appended documents or data]

## **Steps to Develop an Effective Army Executive Summary Using the Template**

### **1. Gather and Analyze Data**

Before drafting, collect all relevant data, reports, and analysis results. Ensure accuracy and clarity.

### **2. Define the Purpose**

Clearly understand what the executive summary aims to communicate?whether it's a problem statement, status update, or strategic recommendation.

### **3. Draft Each Section**

Use the template sections as guides:

- Write succinctly, focusing on essential information.
- Use bullet points for clarity.
- Avoid jargon unless necessary, and define abbreviations.

### **4. Review and Edit**

- Verify accuracy and completeness.
- Ensure clarity and conciseness.
- Seek feedback from colleagues or superiors.

### **5. Finalize and Distribute**

- Format the document professionally.
- Attach relevant appendices or data.
- Distribute to stakeholders promptly.

## Best Practices for Using the Army Executive Summary Format Template

- Consistency: Always adhere to the template to maintain professionalism.
- Customization: Adjust sections as necessary for specific reports.
- Update Regularly: Revise the template periodically to reflect new reporting standards or organizational changes.
- Training: Educate personnel on effective executive summary writing and template utilization.

## Common Mistakes to Avoid

- Overloading the summary with excessive details.
- Omitting key findings or recommendations.
- Using ambiguous language.
- Ignoring the target audience's information needs.
- Failing to proofread for errors and clarity.

## Conclusion

An army executive summary format template is an invaluable tool for military professionals aiming to communicate complex information efficiently. By following a standardized structure, personnel can produce clear, concise, and impactful summaries that support strategic decision-making and operational success. Proper design, consistent application, and continuous refinement of the template ensure that reports are professional and aligned with military communication standards.

Implementing a robust executive summary template within your unit or organization not only streamlines report preparation but also enhances clarity and effectiveness in conveying critical information. Whether for strategic planning, operational updates, or project proposals, mastering the army executive summary format template is essential for effective military communication.

**Army Executive Summary Format Template: A Comprehensive Guide for Clear and Effective Communication**

In the realm of military operations and strategic planning, clarity, brevity, and precision are paramount. The army executive summary format template serves as a vital tool for military personnel to distill complex information into a concise, accessible document that facilitates quick decision-making and effective communication. Whether preparing for a briefing, reporting on mission progress, or summarizing strategic initiatives, understanding the structure and best practices of an authoritative executive summary is essential. This article explores the key components, formatting

guidelines, and practical tips for crafting an impactful army executive summary using a standardized template.

## Understanding the Purpose of an Army Executive Summary

An executive summary in the Army context functions as a snapshot of a larger report, proposal, or plan. Its primary goal is to provide senior leadership and stakeholders with a clear, comprehensive overview of critical information without requiring them to review the entire document.

Key objectives include:

- Summarizing complex data and analysis succinctly
- Highlighting key findings, recommendations, and conclusions
- Facilitating informed decision-making
- Ensuring consistency and professionalism across reports

Given these objectives, the army executive summary format template must balance depth with brevity, ensuring the reader quickly grasps essential points.

## Core Elements of the Army Executive Summary Format Template

A well-structured executive summary adheres to a standardized format that promotes clarity and logical flow. The essential components include:

- Title and Identification Block
  - Title: Clearly indicate the document's purpose, e.g., "Executive Summary of Mission Analysis" or "Strategic Operations Report."
  - Date: Include the date of preparation.
  - Author/Unit: Name of the responsible officer or unit.
  - Reference Number: For tracking and cross-referencing.
- Introduction
  - Briefly describe the purpose of the report.
  - Provide context or background information necessary for understanding the summary.

- State the scope, including what is covered and any limitations.
  
- Background and Situation Overview
  
- Summarize the current operational environment.
- Highlight critical factors impacting the mission or project.
- Use bullet points or short paragraphs for clarity.
  
- Key Findings and Analysis
  
- Present the main insights derived from the detailed report.
- Focus on data-driven conclusions.
- Use subheadings for different sections (e.g., enemy disposition, logistical status, operational risks).
  
- Conclusions
  
- Summarize the main takeaways.
- Emphasize implications for ongoing or future operations.
  
- Recommendations
  
- Clearly outline suggested actions or decisions.
- Prioritize recommendations if applicable.
- Be specific, actionable, and supported by data.
  
- Summary and Closing Remarks
  
- Recap the core message.
- Reinforce the importance of recommended actions.
- Include any next steps or follow-up actions.

- Attachments or Appendices (if necessary)
- Reference detailed reports or data.
- Keep attachments concise and relevant.

### Formatting Guidelines for the Army Executive Summary Template

Consistency and professionalism in formatting enhance readability and credibility. Here are recommended formatting standards:

- Length: Typically 1-2 pages, depending on complexity.
- Font: Use a standard, easy-to-read font such as Times New Roman or Arial, size 12.
- Margins: 1-inch margins on all sides.
- Spacing: Single-spaced, with clear paragraph separation.
- Headings: Bolded and capitalized to denote different sections.
- Bullet points and Lists: Use for clarity and emphasis.
- Numbering: Use numbered lists for steps or prioritized items.
- Page Numbers: Include in the footer for multi-page documents.

### Practical Tips for Crafting an Effective Army Executive Summary

Creating a compelling executive summary requires attention to detail and strategic editing. Consider the following best practices:

- Know Your Audience
  - Tailor the content to the knowledge level and interests of senior leaders.
  - Focus on what matters most?operational impact, risks, and suggested actions.
- Be Concise and Specific
  - Avoid jargon or overly technical language unless necessary.
  - Use clear, straightforward language.
  - Keep sentences short and to the point.

- Highlight Critical Information
  
- Lead with the most important findings and recommendations.
- Use bold or italics sparingly to emphasize key points.
  
- Maintain Objectivity and Credibility
  
- Present facts supported by data.
- Avoid subjective opinions unless explicitly noted.
  
- Use Visual Aids Sparingly
  
- Incorporate simple charts or tables if they enhance understanding.
- Ensure visuals are clear and directly relevant.
  
- Review and Edit Ruthlessly
  
- Check for accuracy, clarity, and consistency.
- Seek feedback from colleagues or supervisors.
- Trim unnecessary details to maintain brevity.

### Sample Army Executive Summary Format Template

Below is a sample layout illustrating the typical structure of an army executive summary:

[Title of Executive Summary]

Prepared by: [Name/Unit]

Date: [MM/DD/YYYY]

Reference Number: [Optional]

### Introduction

This executive summary provides an overview of [purpose], focusing on [scope]. It aims to inform decision-makers about [main goal].

### Background and Situation Overview

- Brief context of the operation or issue.
- Summary of current operational environment.
- Key challenges or constraints.

### Key Findings and Analysis

- Enemy Disposition: [Summary]
- Logistical Status: [Summary]
- Operational Risks: [Summary]
- Other Critical Factors: [Summary]

### Conclusions

Based on the analysis, the following conclusions are drawn:

- [Key conclusion 1]
- [Key conclusion 2]
- [Key conclusion 3]

### Recommendations

To address the identified issues, the following actions are recommended:

- [Recommendation 1]
- [Recommendation 2]
- [Recommendation 3]

### Summary and Next Steps

This summary emphasizes the need for prompt action on [specific recommendations]. The next steps involve [actions], with follow-up scheduled for [date].

## Conclusion: The Significance of a Standardized Format

The army executive summary format template is more than a bureaucratic formality?it is a strategic communication tool that ensures vital information is conveyed efficiently and effectively. By adhering to a standardized structure, military personnel can produce reports that are easily digestible, professional, and impactful. This consistency not only saves time for busy decision-makers but also enhances the credibility of the reports, fostering trust and clarity within military operations.

In an environment where decisions can have profound consequences, mastering the art of the executive summary is indispensable. Whether you are drafting a quick situational update or a comprehensive strategic plan, a well-crafted executive summary rooted in a proven format template will serve as a cornerstone of effective military communication.

In summary, understanding and utilizing a army executive summary format template equips military professionals with a powerful tool to communicate complex information succinctly, support strategic decisions, and uphold the standards of military professionalism.

**Question** What is an army executive summary format template? An army executive summary format template is a standardized document layout designed to present key information concisely and effectively for military reports, proposals, or plans. **Why is using an executive summary template important in the army?** Using a template ensures consistency, clarity, and efficiency in communication, allowing military leaders to quickly grasp essential details without sifting through lengthy reports. **What are the key components typically included in an army executive summary template?** Key components usually include an introduction, purpose, background, main findings or recommendations, conclusions, and action items or next steps. **How can I customize an army executive summary template to fit specific needs?** Customization can be done by adjusting sections to reflect the specific project or mission details, adding relevant data or visuals, and aligning the format with organizational standards. **Are there any standard army executive summary templates available online?** Yes, various military and government websites provide downloadable templates or examples that adhere to official formatting standards. **What length should an army executive summary typically be?** Generally, it should be concise, about one to two pages, summarizing the most critical information without unnecessary details. **Can I include visuals or charts in the army executive summary template?** Yes, incorporating visuals like charts, graphs, or maps can enhance understanding and provide quick insights into complex data. **What are common mistakes to avoid when using an army executive summary template?** Common mistakes include being too vague, including irrelevant information, exceeding recommended length, or failing to follow the standardized format. **How does an effective army executive summary template improve decision-making?** It provides clear, concise, and pertinent information that helps leaders make informed decisions rapidly and accurately. **Where can I find training or guidance on creating an army executive summary using the proper template?** Training resources are available through military leadership development courses, official army manuals, or internal communication and

documentation guidelines.

**Related keywords:** army report template, military executive summary, army document format, military report sample, army project summary, executive summary template, military documentation format, army briefing template, military report guidelines, army presentation format

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