# Communicating from a place of abundance

Making your transformational value resonate



#### Contact

Jean-Philippe Steeger jp@perspectivist.net www.perspectivist.net

### **About me**

Jean-Philippe Steeger brings together a rare blend of regenerative leadership, creative communications, and real-world experience with senior managers across Europe.

With his background in political sciences and European Affairs, and as a trained coach, he invites his clients to step into their unique power of transformation.

Through his agencies Perspectivist and re:storied, he has helped bring his clients' work to life for the audiences that matter — not just conceptually, but experientially.

Together, they have developed brands, offers, and communication strategies that shift the horizon of the possible - in the here and now.



Jean-Philippe Steeger Founder, coach & consultant



### Who I work with

I work with purpose-driven entrepreneurs who transform people, leadership, and organisations — they want their work to resonate more deeply with the clients who need it most.



They face the following situation:

- Their work is powerful, but their communications are often too complicated, not consistent, and don't reach the right people
- Their approach is full of wisdom, but their potential clients don't understand the depth and transformative potential of their work for them
- Despite less experience and less integration of what they are talking about, **others are better at attracting clients** than them.

perspectivist.net

# Resonance Value Compass

Resonance Value is bespoke 10 week programme to clarify, express, and amplify the transformational value of your work — so that it feels alive, embodied, and undeniable across your communications.

No jargon. No overthinking. Just real resonance with the people who matter.





# Resonance Value Compass What you get



#### Intersectional Value Compass

A clear mapping of the unique, nourishing value you bring to people, organisations, and ecosystems — so you can speak from the heart with clarity and confidence.



#### **Magnetic Offer Design**

Fresh, clear messaging that makes your service or product sound as transformational as it truly is — ensuring that you stay aligned with who you are AND are understood.

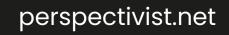


#### **Creative Communication Strategy (optional)**

An easily actionable document that identifies your key opportunities for communication, key channels and best formats to communicate your value in a way that feels authentic and natural.







# Resonance Value Compass How it works



#### **Value Mapping**

Get crystal clear with the value that potential clients are willing to pay for and the value that will nourish them over the longer-term.

- Identify the visible and invisible value clients are truly seeking.
- Map the potential clients and stakeholders, those ready to pay for the value.
- Articulate the uniqueness of your why, how, what and/or what for.

2

#### **Resonance Research**

Test what lands.
Validate what's missing.
Prioritise which value to
communicate to your
audience and how

- Discover the value that is most relevant to your potential clients.
- Distil the language that feels natural and attractive.

3

#### Magnetic Offer Refresh

Transform insights into an offer that's magnetic, meaningful, and sells.

- Shape an offer description that clients recognise as "exactly what I need."
- Align your words with the lived experience of working with you.



## **Communication Strategy** (option)

Craft a strategy that feels regenerative, not extractive, and is effective for you and your identified audiences.

- Identify your most effective channels and formats.
- Bring to life the values and wisdom that you are called to communicate.
- Design a rhythm of communication that feels sustainable and effective.

5

### Creative Expression Design (option)

Bring your message to life with integrity, creativity, and joy.

- Explore authentic ways to express your story from words to visuals.
- Find your flow in communicating what you stand for, over and over again.



# Resonance Value Compass Components









# Work Examples



Transition Network international wanted to reflect its new strategic orientation through a rebranding process. Together with partners from re:storied, we designed branding workshops and designed branding assets, as well as clear indication on how to communicate the essence and appeal of the network.

# Minds & Mountains

#### **Magnetic Offer Design**

#### **Hygge Life**

Reconnect to yourself at a place where time slows down, where the simple joys of life are celebrated, and where wild nature and coziness intertwine. The Hygge Life retreat at Minds & Mountains is more than a stay at an ecolodge - it's an invitation to rediscover balance, wellbeing, and connection.

Immerse yourself in the Danish art of hygge, surrounded by breathtaking landscapes and a space to nurture your body and soul. Through mindful experiences, delicious plant-based meals, and meaningful conversations, you'll return home with a renewed sense of peace and inspiration.

Minds & Mountains is a retreat centre in the Pyrenees. Its founders wanted to transition to a regenerative tourism offer. The coaching process uncovered the unique value of the immersive touristic experience for potential clients. Through copywriting, we channeled the insights into a highly attractive offer for the identified audiences.



#### **Testimonials**

"I felt touched and in good handshearts during the Transition Network international rebranding process. The approach is bold and unique, and it was managed to make this participatory, meaningful and beautiful.

We could dive deeper, thinking of (and feeling) our organisation in relational ecosystemic terms, to then come back to the surface with a specific tangible result everybody loved and felt identified with."



Esther Molina
Transition Network international
Communications Lead
(community development)

"I was impressed by Jean-Philippe's fresh and enthusiastic approach to storytelling. It was a joy to co-create with him."

**Sonja Klopcic**Founder of AEIOU Leadership (leadership development)



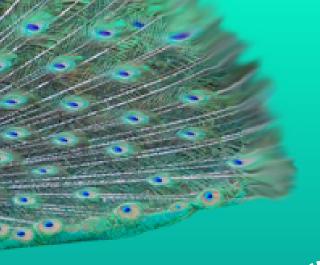
"It has been an eye-opening journey that helped me have a clear picture of my brand and how to present it.

Now my customers understand much better what Hodaia means and represents." Raluca Olaru

Founder of Hodaia (personal care)







# **Engage further**

Book a **free call** with Jean-Philippe to explore the potential of Resonance Value for you!

- Gain clarity on where you are right now with your communications and brand
- Understand your priority areas for getting a better match with clients and audiences
- Get inspiration for making your communications more alive and vibrant

**Schedule call** 

Take the **free test** to see how alive your communications and brand are

**Communications Resonance Test** 

Discover more about regenerative communications on **Substack!** 

Subscribe to "meaning and magic"

**Contact Jean-Philippe** 

Email: jp@perspectivist.net

