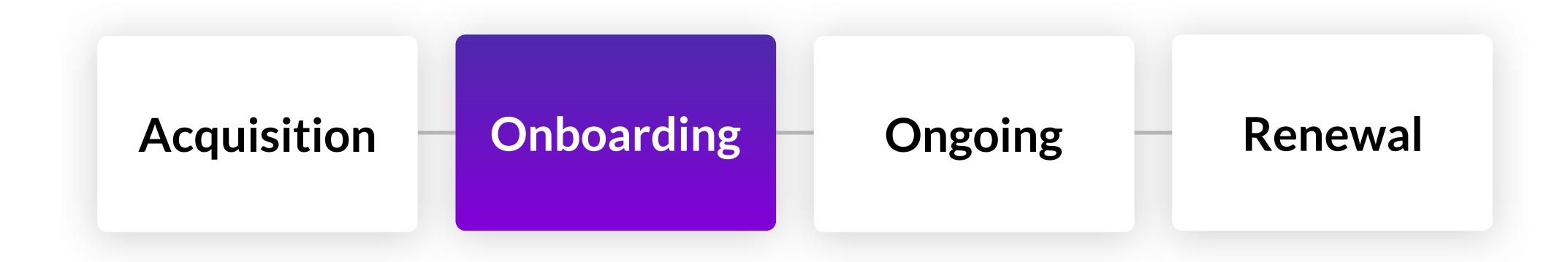
## The Most Critical Point - Onboarding

## Poor onboarding = churn in the first 30-90 days





## The Challenge of Onboarding



Realising Product Value