Building for the next billion

Tactics every team should employ

Georgia Rakusen

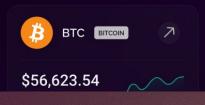
Lead Researcher, MetaMask + OpenUX

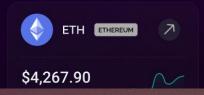
Unleash the full power of your assets

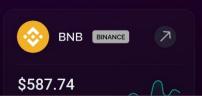
Earn \$DFCO and native stablecoins through our unique liquidity protocol

Get Started

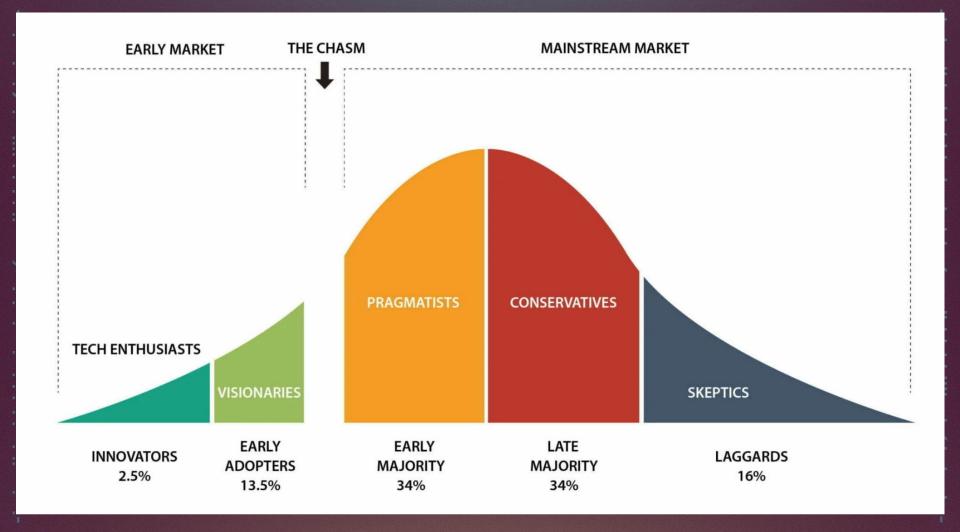
Market Trend











Identify watering holes

- 1. Come up with 10-15 search terms the majority might use.
- 2. Use these search terms and follow the rabbit hole to find online discussion.

Search...





High interest savings accounts for beginners

Top interest rates for savings accounts 2024

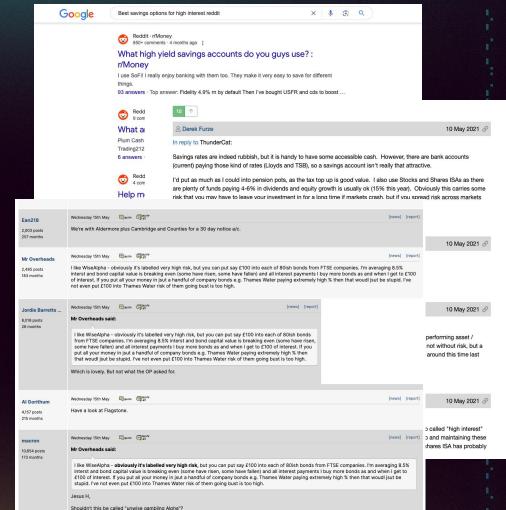
Best alternative to 401K

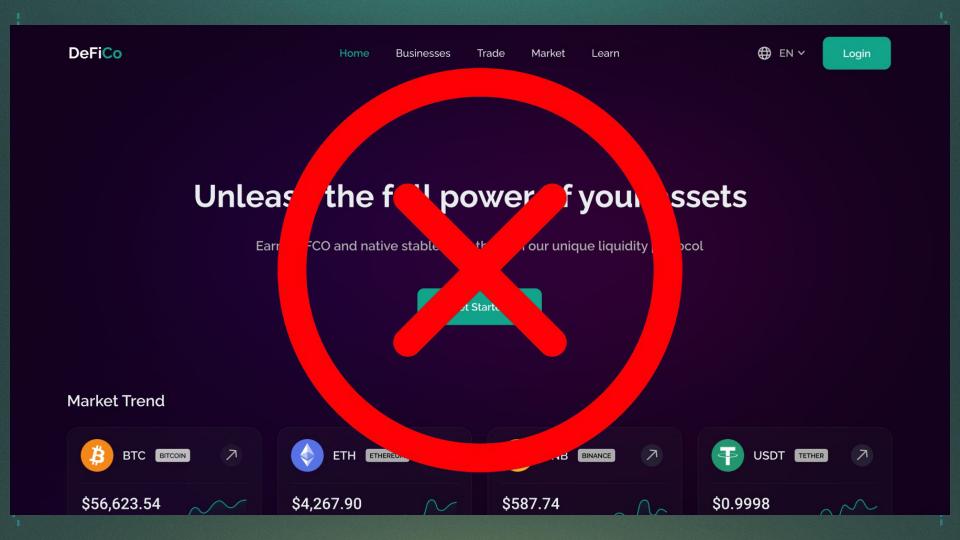
How to maximize interest on savings reddit

High interest savings accounts comparison

Identify watering holes

- 3. Note what
 - a. Channels/forums people use
 - b. Words they use to describe their problem
 - c. Fears and pains
 - d. What advice they give one another
 - e. How they assess and value the current options out there





Test many pitches

Ask people

- In your own words, what do you think this is?
- What already exists that does something like this?
- What might you be able to do differently if you had this?
- Imagine you tried this and it sucked. What went wrong?

Boost Your Nest Egg

Make your money work for you with interest rates that beat traditional banks by 4% annually

Prototype and test the 2 most important moments in the journey

Acquisition moment = when a user chooses to use your product

Retention indicator = when the user experiences value from it

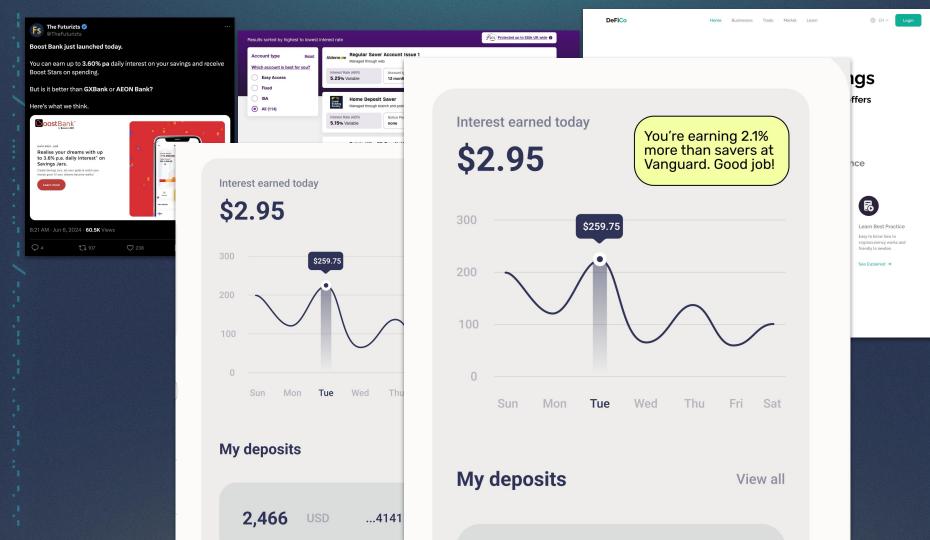
Seek solution Choose product

Sign up

Try it out

Get value

Continue usage



Innovation Tactics pipdecks.com



Come and talk to me and other researchers, designers and marketers at the Adoption Hub

ขอบคุณ (Thanks)

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