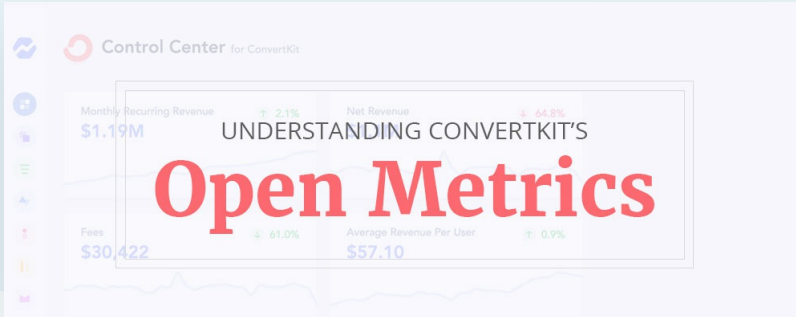


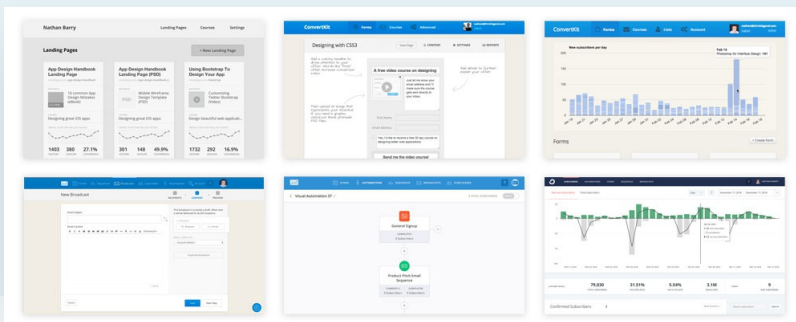


# Topic: The Web App Challenge



JANUARY 14, 2019 - BUSINESS, THE WEB APP CHALLENGE

## Understanding ConvertKit's open metrics



DECEMBER 17, 2018 - DESIGN, THE WEB APP CHALLENGE

## The design of ConvertKit over the years



JULY 6, 2017 - MARKETING, THE WEB APP CHALLENGE

## Direct Sales for Bootstrapped SaaS Startups: from \$1,300 to \$725,000 MRR



## EMAIL MARKETING STARTUP CONVERTKIT RAISES \$1.8 MILLION FROM LARGE GROUP OF ANGEL INVESTORS

JULY 7, 2016 - MARKETING, THE WEB APP CHALLENGE

### Email marketing startup ConvertKit raises \$1.8m from large group of angel investors



## FROM LOSING MONEY TO A 51% PROFIT MARGIN IN 5 MONTHS

JUNE 28, 2016 - BUSINESS, THE WEB APP CHALLENGE

### From losing money to a 51% profit margin in 5 months



## GROWING CONVERTKIT TO \$30,000/MONTH

OCTOBER 15, 2015 - BUSINESS, THE WEB APP CHALLENGE

### Growing ConvertKit to \$30,000 in Monthly Recurring Revenue





MARCH 11, 2015 - THE WEB APP CHALLENGE

## Growing ConvertKit to \$5,020 in Monthly Recurring Revenue



SELLING



### SaaS like an info product

JUNE 26, 2014 - MARKETING, THE WEB APP CHALLENGE

## How selling a SaaS app like an info-product doubled revenue

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