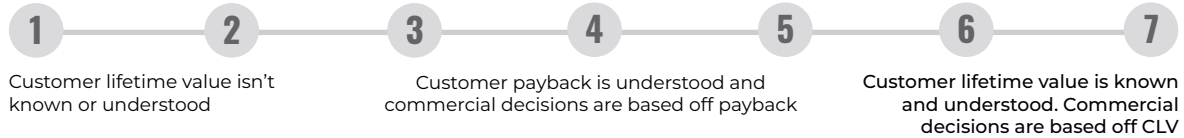


MARKET FIT 3R'S REVIEW

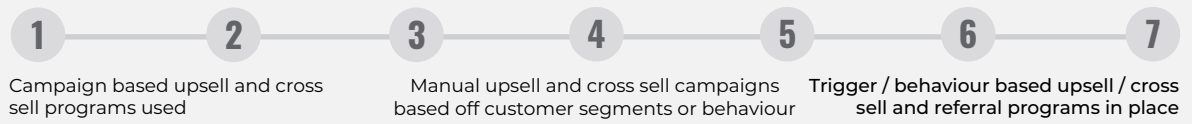
01

Customer Lifetime Value (CLV)



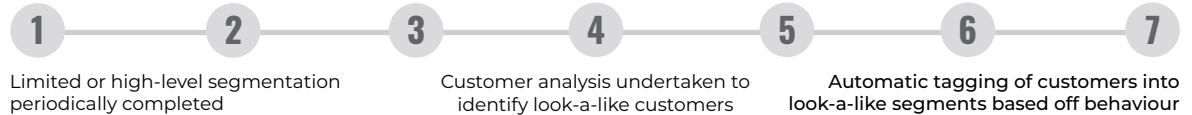
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Upsell / Cross Sell and Referral Programs



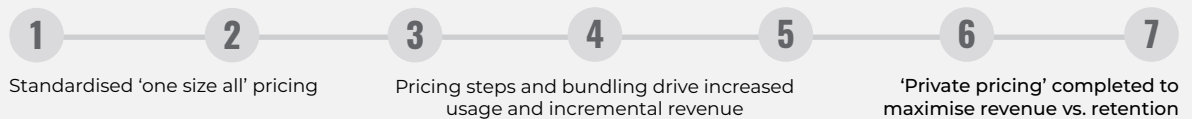
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Look-a-like Customers



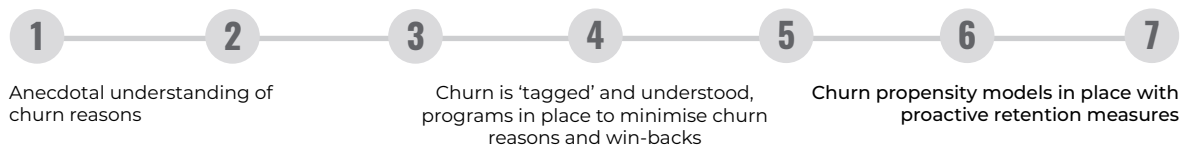
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Pricing



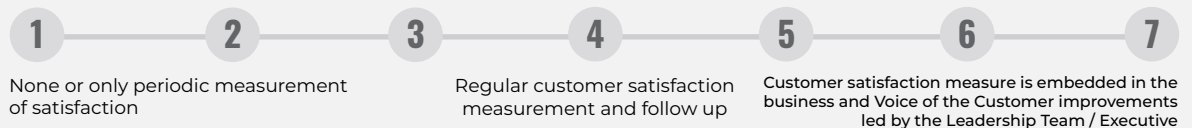
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Churn Management



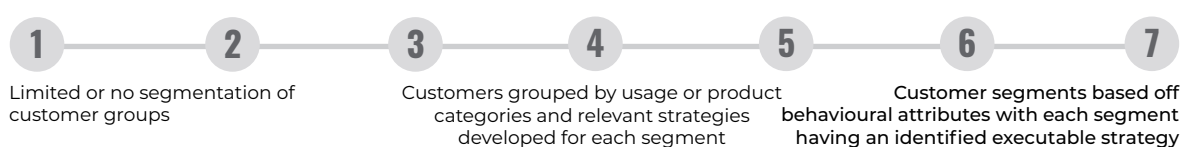
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Customer Satisfaction Management



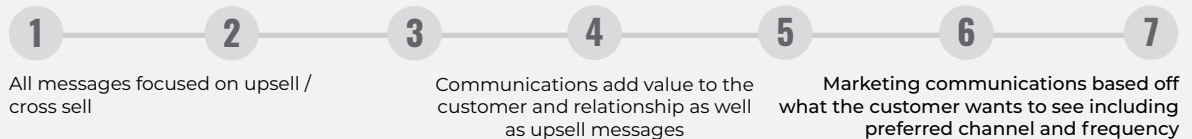
07

Customer Segmentation and Strategy



08

Relevant Communications



09

Service Excellence



10

Product Profitability

