# Counchic Ck we get users

@getlaunchrock angel.co/launchrock



### fans

Getting

users

customers

is hard



# 1,000,000+ signups



## 50,000+ in line



### 3,000+ customers







SVI http://stylemint.com/





# T-SHIRT REVOLUTION!

### STYLEMINT

An exclusive t-shirt collection designed by Mary-Kate Olsen and Ashley Olsen.

To receive access to exclusive style tips, contests and giveaways enter your email address below.

your@email.com



powered by lawnchrock

















#### facebook



Amanda Wen recommends a link. join me! it feels so good over here.



StyleMint - An exclusive t-shirt collection designed by Mary-Kate Olsen and Ashley Olsen.

stylemint.com

I just joined Mary-Kate Olsen and Ashley Olsen's StyleMint pre-launch email list! I'm first in line to access StyleMint.com, an exclusive t-shirt collection styled just for me that launches July 2011. Join me! #launch

29 minutes ago · Like · Comment · Share

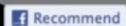




#### Ashley Olsen.

Invite your friends to launch gifts AND gua shirts.

Get Social! Spread the word through your



network now!





To invite friends anywhere on the web, use your personalized referral link below, so we can keep moving you further up the priority list.

http://stylemint.com/powjc

Like Us on Facebook | Follow Us on Twitter

#### twitter



#### amandawen Amanda Wen

I just signed up for access to Mary-Kate Olsen and Ashley Olsen's new line! #launch http://t.co/l9Az4Ho via @MyStyleMint 37 seconds ago



#### prettybirdie Ashley Lu

I can't wait! I just signed up for access to Mary-Kate Olsen and Ashley Olsen's new line! #launch http://t.co/l9Az4Ho via @MyStyleMint

1 minute ago



#### HilaryTurner Hilary Turner

I just signed up for access to Mary-Kate Olsen and Ashley Olsen's new line! #launch http://t.co/l9Az4Ho via @MyStyleMint 1 minute ago



### Launched all sorts of things

- \*\*Olsen Twins' t-shirt line
- > Private airline
- Hair products
- Independent film
- Musicians

















### We've learned that...

#### People share...

- Things that resonate
- To raise status
- For collective experience
- To exchange value

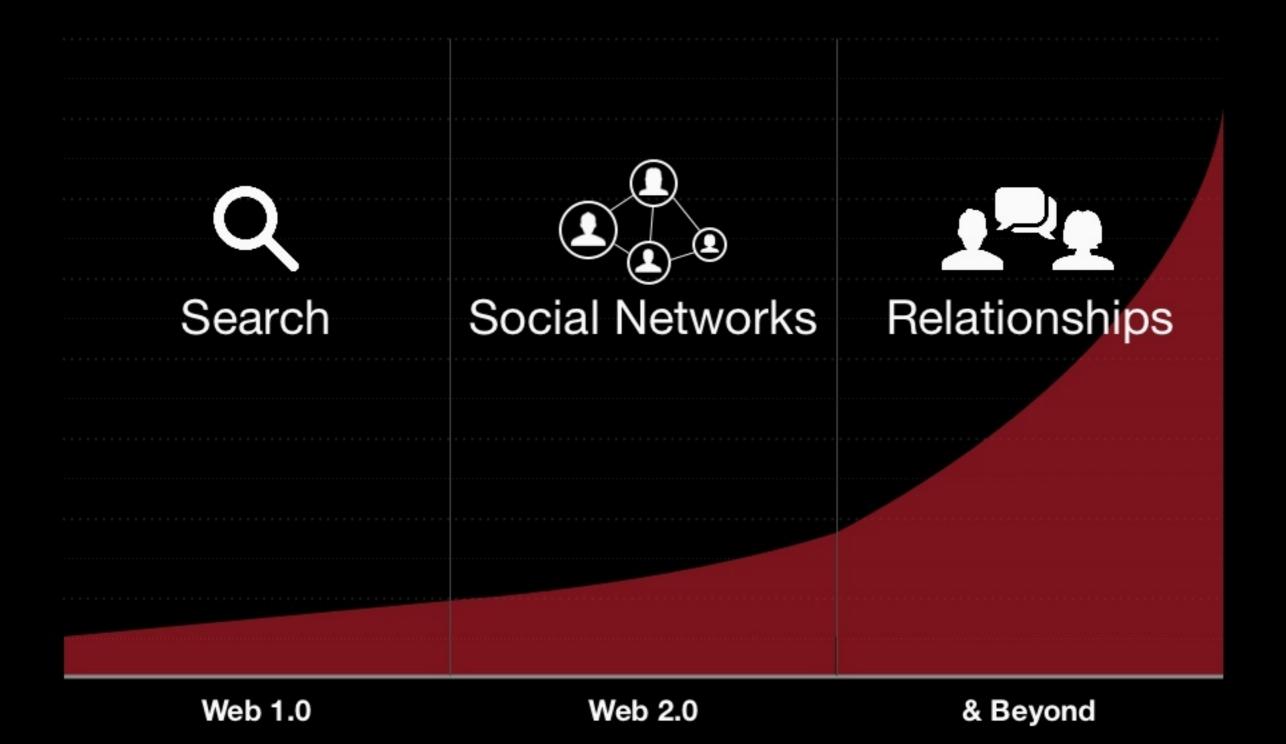
#### Our customers love...

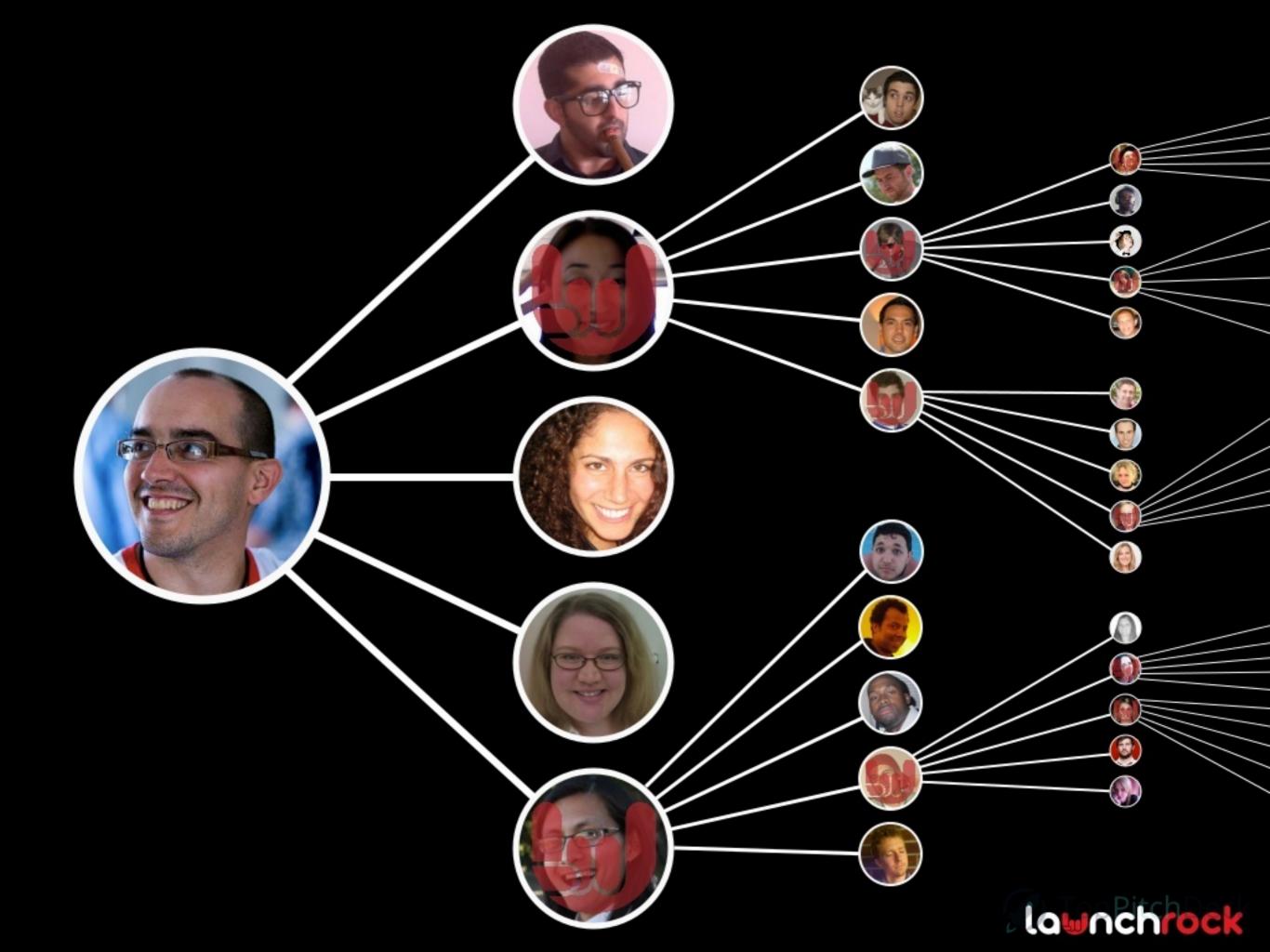
- Amplification
- Higher conversion rate

#### Our customers want...

- User insights
- Robust communication solution









user acquisition &

& understanding

User Management	Marketing	Social Insights
Infrastructure	2+ Referrals	Engagement
♣ Relationships	➢ Preferences	■ User Insights





Jameson Detweiler CEO



Sean McCullough
Chief System Architect & Engineer



Zachary Melamed Lead Developer



Thomas Knoll
Chief of Product & Relationships



#### Investors



500 Startups
Dave McClure & Crew



Paige Craig
CEO at BetterWorks



David Tisch

Managing Director of TechStars NYC



Scott Becker
Invite Media Co-Founder



Paul Bricault
Partner at GreyCroft



Mike Edwards
Founding Partner at InitioGroup



David Famolari
Day2 Ventures



Venture51
Early Stage Fund (Investor in Kiip)



Dharmesh Shah



Ryan Holmes
CEO of HootSuite



Diego Berdakin
President of BeachMint



Stephen Gill
RightAction & Leadnomics



Adrian Stone
AngelCube Co-Founder



Daniel Wolfson
Wolfson Group

#### Advisors



Hiten Shah



Nicole Patrice Johnson
COO Special Projects at Founders Fund



Stephen Gill
RightAction & Leadnomics



Gabriel Weinberg

DuckDuckGo Founder



Ryan Holmes
CEO of HootSuite



# Raising Big BUCK\$

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