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The Membership Economy by Robbie Kellman Baxter

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The must-read summary of Robbie Kellman Baxter's book: "The Membership Economy: Find Your Superusers, Master the Forever Transaction and Build Recurring Revenue". This complete summary of the ideas from Robbie Kellman Baxter's book "The Membership Economy" highlights the fact that more and more corporate giants (like Apple and Amazon) are re-thinking their business models to go from selling individual products to offering memberships.

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* The Membership Economy is an insightful, research based look at the strategies and tactics needed to develop, grow and maintain a membership-style program for customers. It is perhaps the best, most detailed source I've found on this subject to date, and it has very much changed the way I think about our own growing membership program.

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If you've ever used ZipCar, Amazon Prime, Spotify, Netflix, Groupon, Weight Watchers, SurveyMonkey, United Mileage Plus, Pinterest, or Twitter, you are part of The Membership Economy, an increasingly popular model that author Robbie Kellman Baxter sees as the inevitable result of technological advancements, social trends, and a generation in transition.

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