

30 60 90 Days Plan for Customer Success

Purpose of this slide is to address the details about company's 30/60/90 days plan for customer success. Major elements covered in the plan are listen and understand, analyze, plan and execute.

First 30 Days

Listen and Understand

- ⇒ Meet the stakeholders
- ⇒ Understand the product and existing procedures
- ⇒ Connect with potential leads
- ⇒ Add Text Here

Analyze

- ⇒ Meet the stakeholders
- ⇒ Understand the product and existing procedures
- ⇒ Connect with potential leads
- ⇒ Add Text Here

First 60 Days

Plan

- ⇒ Evaluate customer sentiment and segment them accordingly
- ⇒ Develop a customer success strategy
- ⇒ Define performance KPIs
- ⇒ Create an expansion plan
- ⇒ Add Text Here
- ⇒ Add Text Here

First 90 Days

Execute

- ⇒ Select a platform for customer success
- ⇒ Budget Approval
- ⇒ Allocate Resources
- ⇒ Communicate Goals
- ⇒ Map Out Customer Journey
- ⇒ Monitor and refine the process
- ⇒ Add Text Here
- ⇒ Add Text Here

Productivity Planner Last 90 Days Customer Service

**United States. Social Security
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