

## Twitter Thread by [Ryan Gum](#) ■



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### ■ Creator economy reading list

As we kick off 2021, here's a roundup of my favorite Creator Economy / Passion Economy reads from 2020, covering:

- State of the market
- State of creators
- Trends and insights
- Platform strategy



How many creators are there? Who are the key players? What are the key trends? If you're looking for an overview of the creator economy, this is a great place to start.

<https://t.co/fJUxbVqAen> by [@YuanlingY](#), [@JoshConstine](#)

A different take on the creator economy map, but equally as interesting. This map categorizes 150+ companies by creator lifecycle: content creation, audience growth and ownership, monetization, and biz ops.

<https://t.co/928VB6uFJO> by [@HugoAmsellem](#)

How do creators build wealth?

- Promote other people's products
- Sell their own products
- Invest

<https://t.co/dMXiW6VFzn> by [@mariodgabriele](#)

What do creators sell?

- Sharing profits w/ an audience

- Borrowing from Reddit
- The [@MrBeastYT\\_Flywheel](#)

<https://t.co/clxNk1NNm3> by [@mariodgabriele](#)

Creators have a hierarchy of needs that follow a rough priority order from creation through to monetization.

It's hard to build an audience without finding a good niche, and it's hard to make money if you haven't built an audience.

<https://t.co/Qh3OBbq7ds> by [@petergyang](#)

In 2008, [@kevin2kelly](#) proposed that the internet would enable creatives to skip the middlemen and make a good living by engaging and monetizing fans directly.

Today, creators can make the same amount of money from even fewer fans.

<https://t.co/zv1g6nKoD7> by [@ljin18](#)

Just like millionaires have an average of 7 income streams, the most successful creators have multiple revenue streams.

Enter, the Multi-SKU Creator.

<https://t.co/WUiAnq3nnA> by [@hunterwalk](#)

With more creators, content, and choice than ever before, consumers are in a state of analysis paralysis.

The real scarcity isn't content. It's attention.

As the amount of content grows, so does the market for credible curators.

<https://t.co/3KFdkYgOnE> by [@gaby\\_goldberg](#)

3 broad trends driving the future of creators:

1. Everyone can be creators
2. They have direct, authentic connections to communities
3. Creators have new tools to monetize their work

(Use "influencer" and "creator" interchangeably here)

<https://t.co/4gkRmx95f2> by [@rex\\_woodbury](#)

Peter outlines 8 creator platform models that are universal. A must-read for both creators and the creator economy industry.

<https://t.co/pnsf2mY359> by [@petergyang](#)

If you're a startup building a platform for creators, here are the key metrics you'll want to track across success, revenue, engagement, growth, and community.

<https://t.co/HNFwWfxK7o> by [@ljin18](#)

It's a common belief that in online communities, 90% of users are consumers/lurkers, 9% are contributors, and 1% are creators. This is often called the 90-9-1 rule.

This study found that this ratio may no longer be true.

<https://t.co/30l1zXpIIM> by [@HigherLogic](#)

Super Fan: someone who wants authentic interactions with a creator, and is willing to pay a lot for them.

Startups can grow by helping creators make money through authentic interactions with super fans.

<https://t.co/9BRj4ZzIGw> by [@petergyang](#)

The creative economy looks a lot like the U.S. economy — there are a few big winners and a lot of people hustling to make a living and barely getting by.

Here are 10 strategies for fostering the creator middle class.

<https://t.co/ZWL4qzKmOO>, <https://t.co/C84Yh154qw> by [@ljin18](#)

An insightful response to Li's article above from a self-confessed middle class creator:

- The value of a shoutout from a large account
- Attention to capital conversion efficiency
- Creator monetization strategy

<https://t.co/0dS1irJ4Bm> by [@jomaoppa](#)

2020 was a breakout year for the creator economy

- Substack has 250k+ paid subs
- Patreon is now valued at \$1.2B
- OnlyFans earned \$300M in profit
- Cameo handled \$100M transactions
- Twitch 2X'd the number of streamers

<https://t.co/pHgBkT8eaU> by [@sarafischer](#)

What am I missing?