What was the biggest inflection point for Airbnb?

Benny Boy Manolo's drummer rented an entire house. That brought the founders "Aha!" moment that allowed them for increasing the revenue very fast.

What were the main factors for success?

+ **Business model.** From the very beginning, they had a business model: they took a cut from every booking, both from the host and from the guest. Unlike platforms such as Twitter, the had a business model and a revenue right from the start.
+ **Strategic choice of investors**, including Google, the creator of the most popular and powerful online search engine, which is crucial while creating an online platform.
+ **Listening to the customer**s from the very beginning, becoming customer-friendly, and making favors to customers.
+ **Seeking for mentorship** as early as possible and joining an incubator.