



Step 1: Select payment processing option

HubSpot payments



Native payment processing with HubSpot
 Rates:
 Cards - 2.9%
 ACH: 0.5% capped at \$10

Stripe processing



Stripe payment processing within HubSpot
 Rates:
 1% platform fee to HubSpot + your current Stripe rates

Step 2: Get paid

Invoices

- Bill your customers from the CRM
- One time payments

Payment links

- Sell your products or services anywhere online
- One time and recurring payments

Quotes

- Create sign-able and payable agreements
- One time and recurring payments

Step 3: Understand your commerce data



**Pro tip, we're just creating CRM objects!

Payments object

- Represents a transaction
- Properties include processor (HubSpot payments or Stripe), gross/net amount, fees, etc.

Subscription object

- Represents a recurring payment
- Properties include start/end/next payment date, status, ARR/MRR, total collected amount, etc.

Invoice object

- Represents a record or request for payment
- Properties include status, due date, amount, balance due, invoice number, etc

Step 4: Use your data with the power of HubSpot Commerce workflows, reporting and list segmentation