



HubSpot's Pocket Guide to Painless Payments

Are you ready to create a **seamless, end-to-end experience** for your customers - all the way through the purchasing process? With HubSpot Payments, deliver a better buyer experience and seamlessly collect payments in less time, with fewer tools, directly within your CRM.

What is HubSpot Payments?

HubSpot Payments, currently in beta release, will allow you to eliminate paper checks and cobble together solutions that create friction for your team and your buyers. Save time and speed up your buyer's process by taking advantage of payment links, recurring payments, and payments natively embedded in quotes.



Payment Links

Our native payment features allow you to offer payment options directly within HubSpot. Generate payment links directly from your HubSpot portal and share with customers via email, embed on your website, or send via chat.

Available On:
All Starter+ Plans (US Only)



Recurring Payments

With recurring payments, you can process subscriptions natively, and create lists and workflows on subscription objects. Send out a notification to customers before payments, or set a reminder for sales reps to reach out to customers at the end of the subscription term.

Available On:
All Starter+ Plans (US Only)



Payments Natively Embedded in Quotes

With payments natively embedded in quotes, you can create a streamlined purchase process, initiated directly from your sales quotes. This works with both individual and recurring payments.

Available On:
Sales Hub Starter+ (US Only)

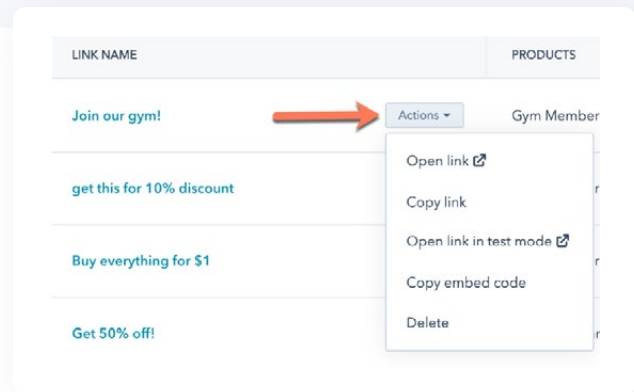


Payments in Action

Finally - no more disconnected, cobbled tools. With HubSpot payments, **successfully guide customers** through their entire buyer's journey with a seamless system that works with them each step of the way.

The average US business loses \$171,340 per year through clunky payment practices causing friction in their supply chain. By using **Payment Links**, you can now conduct one-time sales and manage payments all through HubSpot. Just hover over the "Action" button to reveal the URL.

Links work out of the box with deals, workflows, reporting, forms, and analytics. You can share the payment links in email, chat or quotes.



The screenshot shows the 'Pricing & billing' configuration form. It includes fields for 'Price *' (\$2,000.00), 'Quantity *' (1), 'Billing frequency *' (Monthly), and 'Number of payments *'. There is a checkbox for 'Automatically renew until canceled' and a 'Deal stage' dropdown menu with the text 'You must select a pipeline first'.

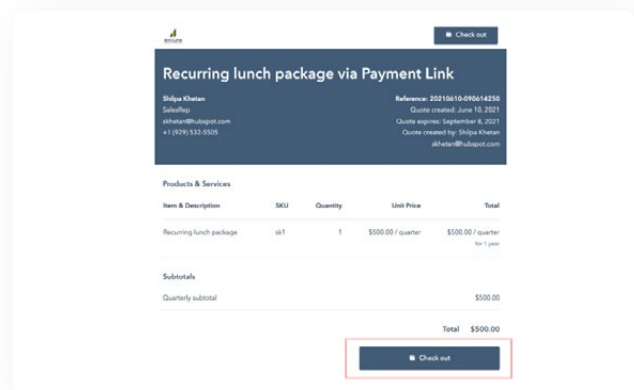
Have a business model that runs on memberships, retainers, or ongoing donations? Never worry about remembering to schedule payments again. Embrace the full power of automation with HubSpot's **Recurring Payments**.

Pro Tip: Recurring Payments are an object in the CRM, so you can do just about anything with them.

Unlock enhanced functionality by adding unique HubSpot Payments links within quotes, accelerating and streamlining your quote to cash process.

With **Payments Natively Embedded in Quotes**, your customers will spend less time viewing and completing incoming transactions.

All this leads to a better experience for your customers and your teams.





Frequently Asked Questions

Which customer segments are eligible to enroll in HubSpot Payments?

To enroll in HubSpot Payments, your business or organization must be located in the US and you must be using a paid version of HubSpot. In the future, our goal is to expand eligibility to our customers located in additional countries.

When a payment is made, is it possible for users to get notified?

Yes! You will receive an email notification any time one of your customers makes a payment. To turn notifications off, navigate to: *Settings > Notification > Email > Notification Topic (general) > Payment.*

Will users be able to report on the status of payments (ex. pending, completed, etc.)?

Yes, HubSpot has in-app reporting functionality that can inform you of the status of payments that you've received.

Can US-based businesses accept payments from buyers outside the US? Does HubSpot Payments support this capability?

Yes, you can accept card payments denominated in US dollars from buyers outside the US. We support global and regional card brands, including Visa, Mastercard, American Express, Discover, Diners, and Japan Card Bureau (JCB).

Is HubSpot Payments secure?

HubSpot Payments uses multiple layers of security to protect sensitive payment information. Your buyer's payment credentials are encrypted and tokenized to help ensure that unauthorized parties do not gain access to sensitive payment information.

Does HubSpot Payments accept additional payment options outside of credit cards?

HubSpot Payments supports credit cards, debit cards and ACH debits. You can decide which payment methods to accept from your customers – cards, ACH or both.

Can HubSpot Payments be set up to accept partial payments or deposits?

Currently, HubSpot Payments cannot accept partial payments.

Where do HubSpot Payments live?

HubSpot Payments now live inside your deals, workflows, reporting, forms, and analytics.

For those of you who would like additional information on HubSpot Payments, please visit our [Payments Page](#).

