

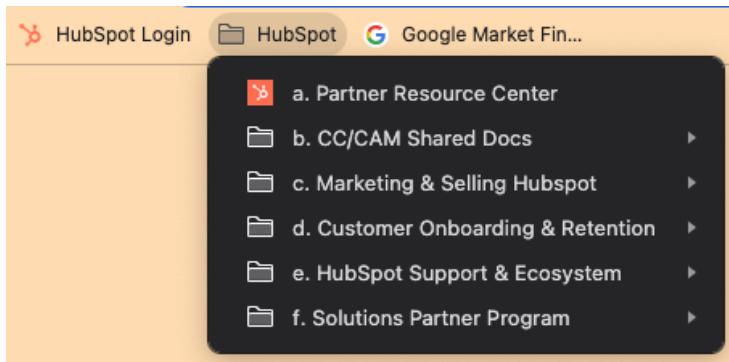
Top Partner Resources - Bookmarks Import

*An organized agency is a successful agency. For every minute spent organizing, an hour is earned.
Organizing is a journey, not a destination. - Anonymous*

Throughout your onboarding journey, your Channel Consultant (CC) and Channel Account Manager (CAM) will provide you with hundreds of resources acclimating you and your team to the HubSpot ecosystem.

In an effort to help get your agency hit the ground running, we've created this Bookmarks Import tool to help get HubSpot's most popular partner resource centers built directly into your browser. [Check out this 4-minute instructional Loom!](#)

This initial bookmarks framework (screenshot below) is intended to be personalized over time as you grow in the Partner ecosystem, and as resources become common knowledge.



Import Directions

1. Click [this link](#) opening HTML file in browser mode, selecting the Download option in the upper right of the browser, selecting either your Desktop or Downloads folder as a file destination.



2. Open your browser of choice, following the below linked instructions to navigate to the Bookmarks Settings based on your browser preference:
 - a. [Chrome](#).
 - b. [FireFox](#).
 - c. [Safari](#).
 - d. [Microsoft Edge](#).
3. **Congrats!** You've successfully downloaded ~34 Hubspot resource centers containing unlimited fuel to launch your Go-to-Market and Customer Service strategies.

Q&A

How do Partners use this?

Although every partner is unique, ultimately HubSpot's most successful partners (and customers!) leverage this structure as a foundation to organize and build upon in the first 6-12 months, but eventually changes by quarter and priority. *This Initial Bookmarks Import is intended to be optimized over time as you acclimate to the Hubspot ecosystem.*

Will importing this bookmark replace my existing bookmarks?

Importing bookmarks from an HTML file will merge the bookmarks from the HTML file into your existing bookmarks; **you lose nothing**, but it may result in duplicate bookmarks if the same bookmark is already in your bookmarks and is also in the HTML file.

Can I personalize my Hubspot bookmarks folder?

Absolutely, it's encouraged!

What are some ongoing personal maintenance best practices?

1. Audit your bookmarks and asset management structure annually ensuring it's in alignment with your growth strategy and role priorities.
2. Consider creating persona-specific Bookmarks for all stakeholders in your organization's ecosystem to quicken ramp time and align on core resources.
3. Do not create more than three (3) subfolders deep.
4. Personalization is encouraged over time, but with guardrails and parameters.