

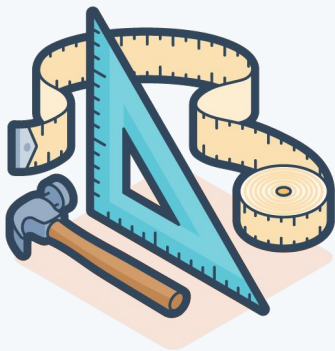
Activate your Providership



Activating your providership is quick and easy.
There are 2 steps required

*If you've already completed these
steps, you don't need to repeat them.*





Step 1

Sign up for a HubSpot subscription for your firm.

- Most solutions providers activate by purchasing a Starter level HubSpot subscription
 - You can also activate by purchasing a Professional or Enterprise level subscription although it is not required.
- The subscription can be for any HubSpot hub
 - You only have to purchase a subscription to one Hub, although many partners choose to subscribe to more than one.

If your firm already owns a HubSpot subscription for itself, you don't need to purchase an additional one to activate your providership.



Step 2

Successfully register at
least one lead with
HubSpot



When you register a lead

- You are NOT setting up a Hubspot account for them
- A HubSpot sales representative will NOT start contacting them

Depending on where your lead is located, they may or may not receive a standard communication from HubSpot per regional data and privacy laws. For more information, see the additional resources to this training.



Registering a business as a lead is letting HubSpot know you have a relationship with it and are planning on working it as a sales opportunity in the near future.

It requests your ownership of that lead in the HubSpot system.



Register a lead now

For instructions on how to do it, refer to the additional resources to this training



HubSpot

