

# Next Steps



# Next steps to get the partnership started strong

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1. Activate your partnership if you haven't already
2. Begin to learn the HubSpot product
  - a. Get product certified
  - b. Become your own best customer for HubSpot
3. Register a handful of leads
4. Learn how to define, price, and package your HubSpot-related services
5. Finally, if and when you identify opportunities that might be a good fit for HubSpot, reach out to your partner team.



# HubSpot

