



Free Tools*

Including, but not limited to:

- 1:1 email
- Ad management
- Ad retargeting
- App Marketplace integrations
- Calling SDK

- Canned snippets
- Companies
- Company insights
- Contact management
- Contact website activity
- Content assistant
- Conversational bots
- Custom user permissions
- Customizable quotes
- Deal pipeline

- Deals
- Documents
- Email automation
- Email health reporting
- Email marketing
- Email reply tracking
- Email templates
- Email tracking & notifications
- Facebook Messenger integration
- Form automation

- Forms
- Gmail, Outlook & Microsoft Exchange integrations
- HubSpot mobile app
- Landing pages
- List segmentation
- Live chat
- Marketing events object
- Meeting scheduling
- Mobile inbox

- Product library
- Prospects
- Reporting dashboard
- Shared inbox
- Slack integration
- Stripe payment processing
- Tasks & activities
- Team email
- Ticketing
- User management

* Portals with Free Tools can have up to five free users. Accessing free tools at paid tiers requires a Core Seat.

Paid tier features are accessible through a paid Core Seat unless otherwise indicated

★ Starter

Includes everything in Free Tools, plus:

CRM ADMIN

- 1:1 technical support
- ★ Custom properties
- ★ List segmentation
- Payments (U.S. only)
- Permission sets
- Required fields

BUILD BETTER PIPELINE

- ★ 1:1 email
- ★ Facebook Messenger integration
- HubSpot-provided phone number
- ★ Live chat
- Calling
- Canned snippets
- Conversation routing
- Email templates
- Email tracking & notification
- Meeting scheduling
- Repeating tasks & task queues
- Task calendar sync

CLOSE DEALS FASTER

- ★ Customizable quotes
- ★ Deal pipelines
- Multiple currencies
- Sales automation
- Stripe integration
- Documents
- E-Signature
- Deal tags
- Stripe payment processing
- Reporting dashboard
- Sales content analytics
- Goals

★ Professional

Includes everything in Starter, plus:

CRM ADMIN

- ★ 1:1 technical support
- Association labels
- Calculated properties
- Duplicate management
- ★ List segmentation
- Presets
- Salesforce integration
- Standard CRM interface configuration
- Teams
- Workflow extensions

BUILD BETTER PIPELINE

- 1:1 video messaging
- ★ Conversational bots
- Custom views in shared inbox
- ★ Facebook Messenger integration
- ★ HubSpot-provided phone numbers
- Logged-in visitor identification
- ★ Shared inbox
- Smart send times
- Standard contact scoring
- Breeze copilot
- Automatic lead rotation
- Breeze prospecting agent (Beta)
- Calling
- AI meeting assistant
- LinkedIn Sales Navigator & CRM Sync
- Leads
- Sequences

CLOSE DEALS FASTER

- ABM tools & automation
- Deal & company scoring
- ★ Deal pipelines
- ★ Multiple currencies
- ★ Sales automation
- Sales workspace
- Playbooks
- Conversation intelligence
- Custom reporting
- Rep productivity performance
- ★ Reporting dashboard
- ★ Sales analytics
- Coaching playlists
- Forecasting

★ Enterprise

Includes everything in Professional, plus:

CRM ADMIN

- 1:1 technical support
- Admin notifications management
- Advanced permissions
- ★ Calculated properties
- Custom objects
- Field-level permissions
- ★ List segmentation
- Log in as another user
- Organize teams
- ★ Permission sets
- ★ Presets
- Salesforce custom object sync
- Sensitive data
- Standard sandbox account
- Single sign-on
- ★ Teams

BUILD BETTER PIPELINE

- ★ Custom views in shared inbox
- ★ Facebook Messenger integration
- ★ HubSpot-provided phone numbers
- Lead form routing
- Predictive lead scoring
- ★ Sales automation
- ★ Shared inbox
- ★ Standard contact scoring
- Calling
- Sequences

CLOSE DEALS FASTER

- ★ Deal pipelines
- Deal splits
- E-signature
- Playbooks
- Deal approvals
- ★ Custom reporting
- ★ Reporting dashboard
- ★ Conversation intelligence
- Custom events
- Deal journey analytics
- Forecasting
- ★ Goals



Limit increases are available as add-ons for certain tools. Please visit our [products and services catalog](#) for the most up-to-date pricing and packaging information. Last updated on Nov 28, 2024.

★ Indicates additional functionality or limit increases as you upgrade from a previous tier.

• Indicates feature requires a Sales Seat to fully access; not a Core Seat.

• Indicates feature will require a Sales Seat when upgrading to Sales Hub Professional or Enterprise.