Understanding Sales Hub Seats

PAID SEAT vs FREE USER

Can I use meeting links?

YES

Users with a paid seat can make as many meeting links as they want: meeting links for a specif c type of project, meeting links only for use internally, round-robin links, and more!

YES, BUT

If you don't have a paid seat in Sales Hub, you can use meeting links - but only one of them.

Can I create and edit a sequence?

YES

Users in paid seats (and with a Sales or Service Pro or Enterprise license) can create and edit sequences. For example, you can add or reorder steps or adjust the frequency, delays, or tasks included in the sequence.

NO

Users in free seats cannot use sequences.

Can I use snippets, documents, and templates?

YES

Users in paid seats can take advantage of a nearly unlimited amount of snippets, documents, and templates, saving countless keystrokes when you're answering common questions over email, chat, and more.

YES, BUT

If you're in a free seat, you max out at f ve templates, f ve documents, and f ve snippets. It's enough to be dangerous, but you'll likely hit your max faster than you want.

How should I choose which type of seat I need?

CLEATS

As we like to say, "Cleats get seats!" Those who are on the sales playing f eld should have a paid seat. Think: individuals who manage your sales process; who create deals, quotes, and manage a pipeline; who need to own records or will use the sales tools like meeting links and calling tools; and those whose performance you want to track.

SIDELINES

If you're not on the sales f eld, you can probably do without a paid seat. Think: executives who need to log in occasionally; someone who does not need sales tools or who is not involved in the day-to-day selling process; those who need to view, manipulate, and analyze sales data; and your marketing and/or creative team.