

**INBOUND**

# HubSpot Admin Pro Tips:

Hidden Gems and Advanced Techniques



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HubSpot Academy Evangelist

I help people fall in love with HubSpot by posting daily #HubSpotTipsAndTricks videos on LinkedIn, hosting weekly HubSpot Admin User Group webinars, and speaking at events (like INBOUND!)

I also love Billy Joel, Joan of Arc, and living in Boston with my beautiful family.

# INBOUND25 New Features

## **01** Operations Hub is now Data Hub!

Datasets are now part of Data Studio, which can combine data from multiple sources and use it for much more than reporting.

## **03** Commerce Hub CPQ!

Commerce Hub now includes tiered products and AI-powered quotes, tied to professional and enterprise Commerce Hub seats.

## **02** Breeze Studio!

We've got a whole marketplace of agents and assistants, and you can build custom assistants for your teams to use inside HubSpot.

## **04** Marketing Hub's Gone Wild!

Campaigns are now Marketing Studio. AI-powered email is super flexible and personalized. Better video tools, social features, etc!

# INBOUND25 New Pricing and Packaging

## **01** Data Enrichment and Data Quality

Enrichment is included in all paid plans and no longer consumes credits! Data Quality available to all Starter+ portals, not just Data Hub!

## **03** CPQ vs Legacy Quotes

The new CPQ lives in Commerce Hub. Sales Hub customers will keep access to legacy quotes for now, but the magic is in Commerce Hub.

## **02** HubSpot Credits

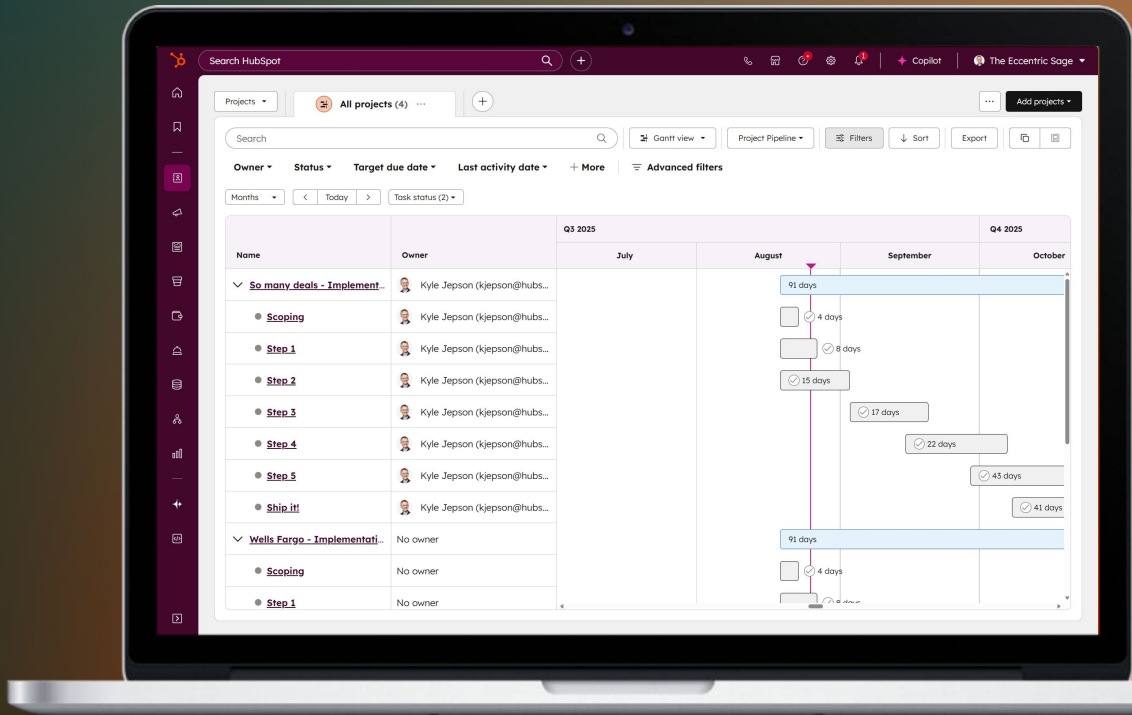
You can now choose between auto-upgrades or pay-as-you-go! You can also set a monthly limit that can't be exceeded by users!

## **04** Standalone CRM

You can get access to pro- and enterprise-level platform features (workflows, custom objects, etc.) without having to buy a hub!

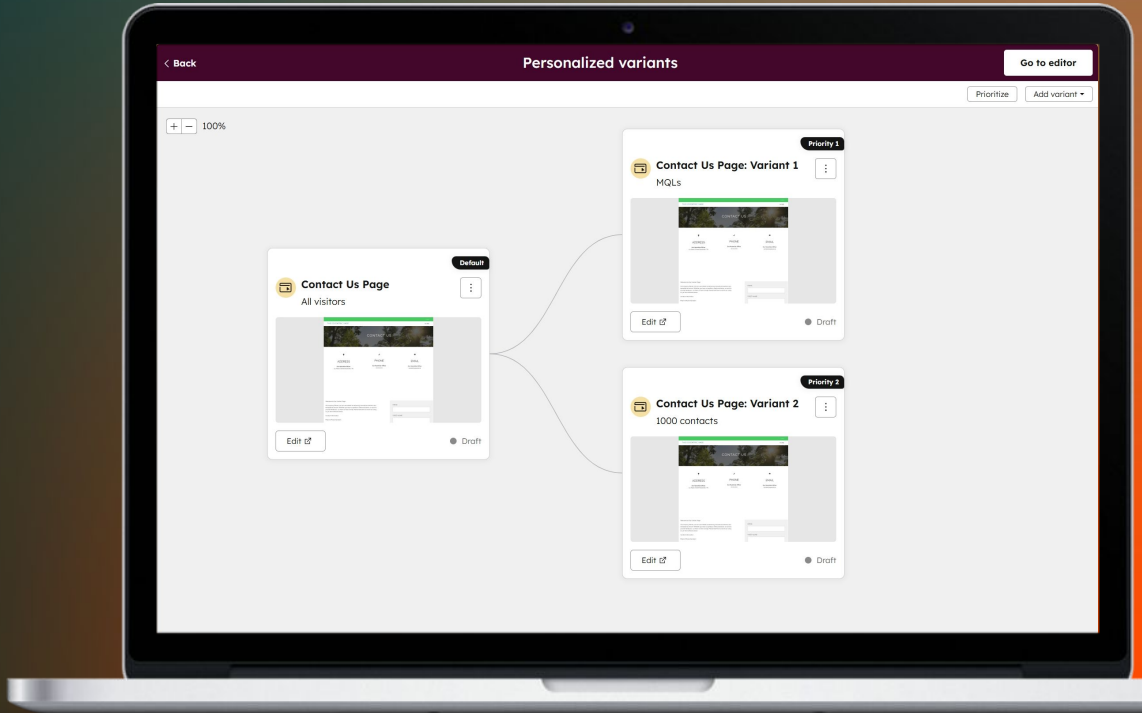
# Smart CRM

- Projects



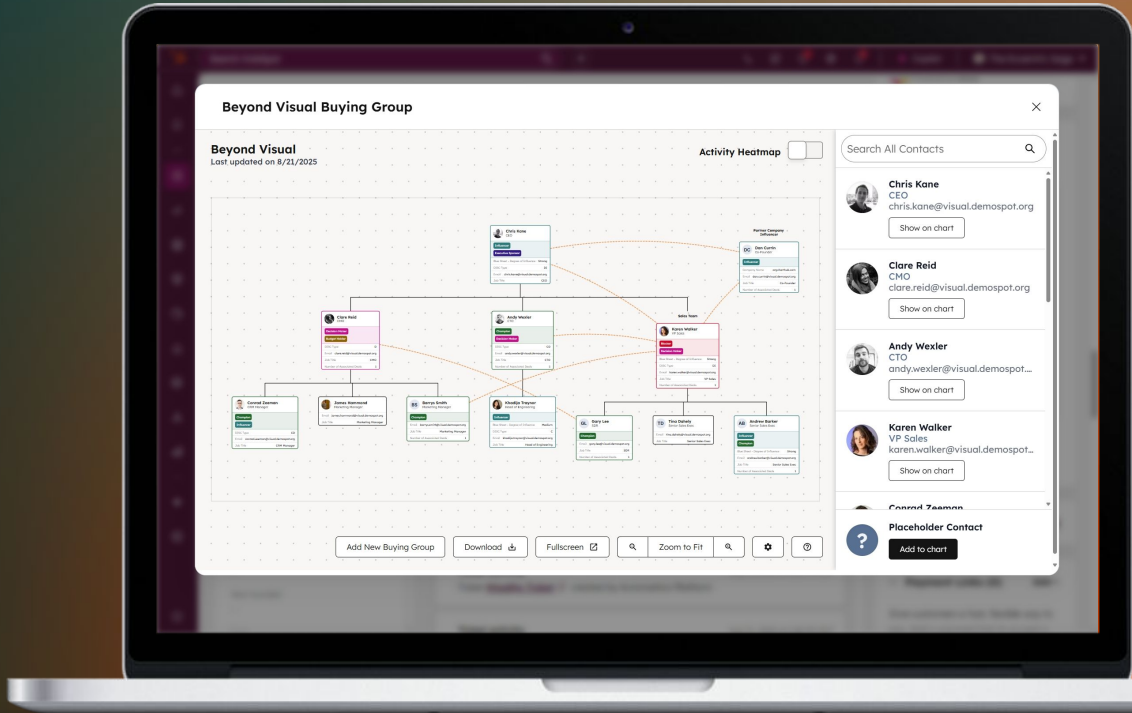
# Marketing Hub

- Personalization (private beta)



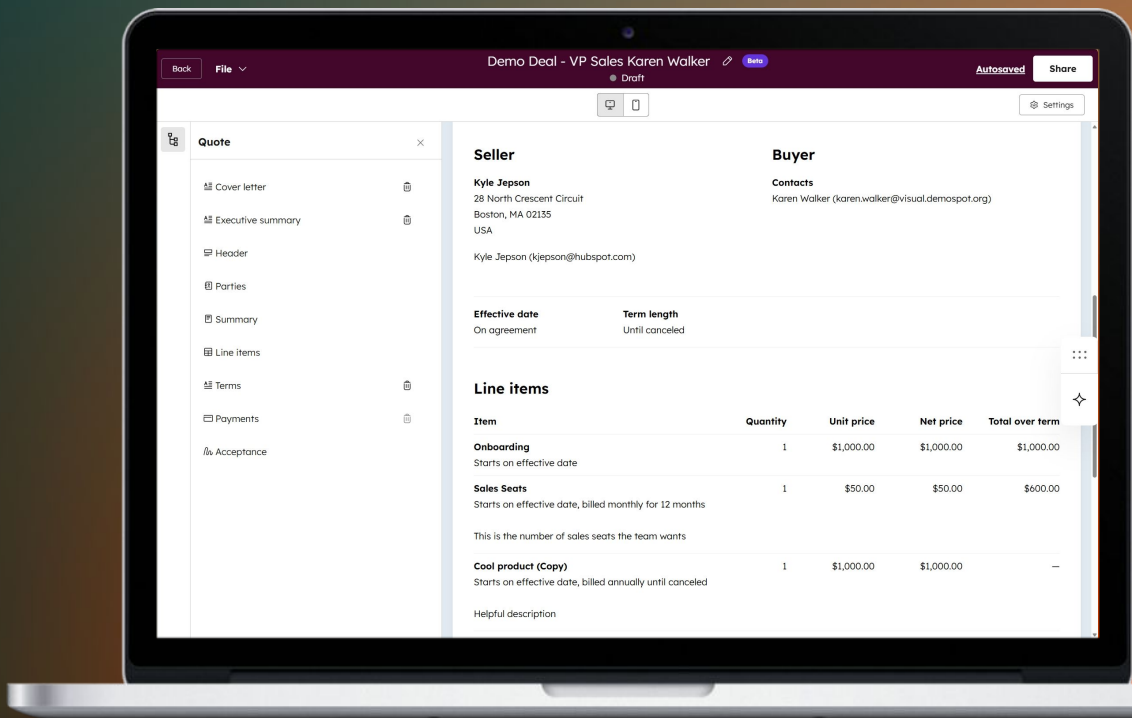
# Sales Hub

- Buying groups



# Commerce Hub

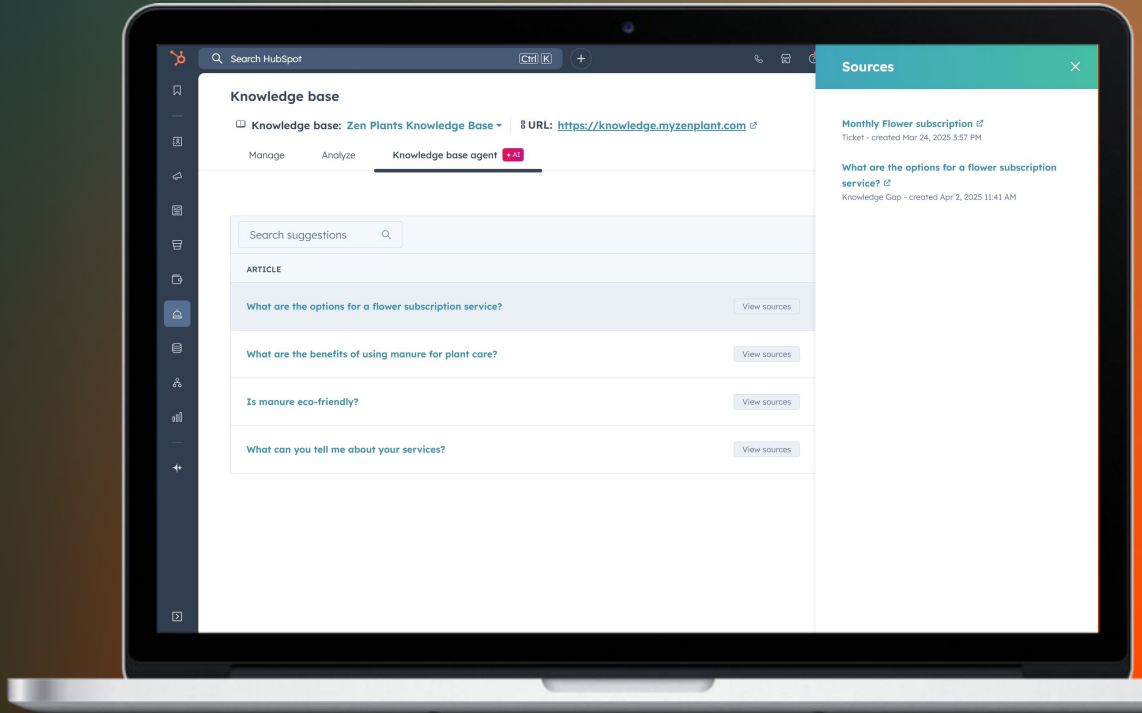
- Tiered products
- Quotes





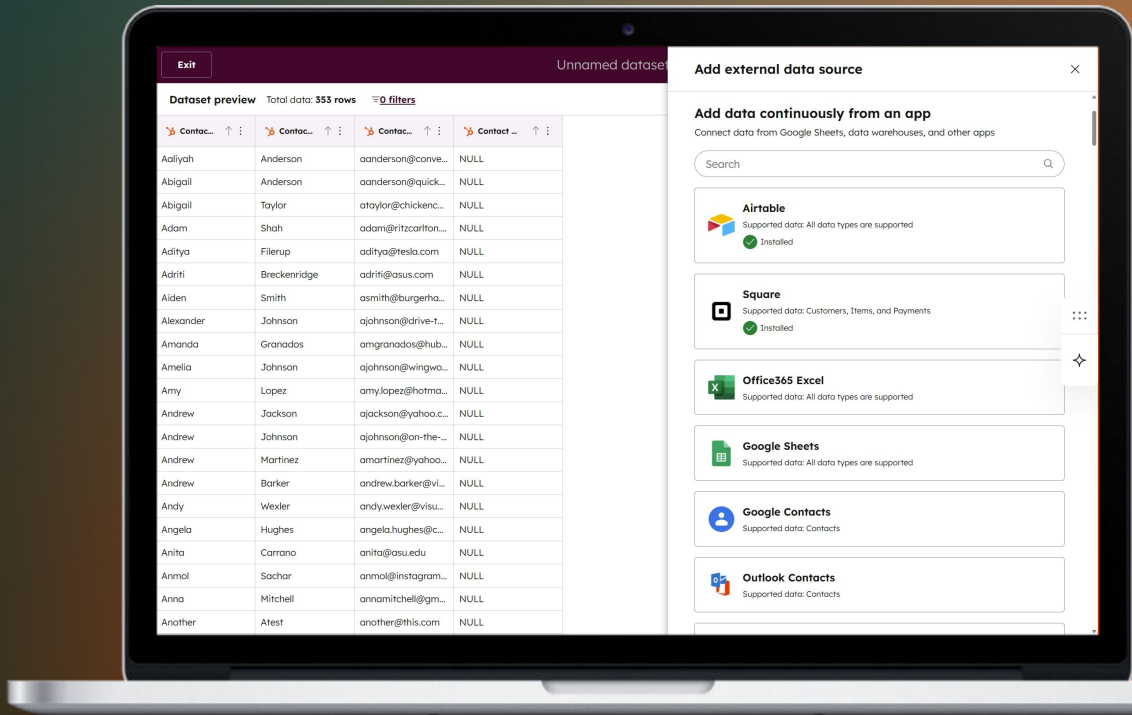
# Service Hub

- KB agent (private beta)



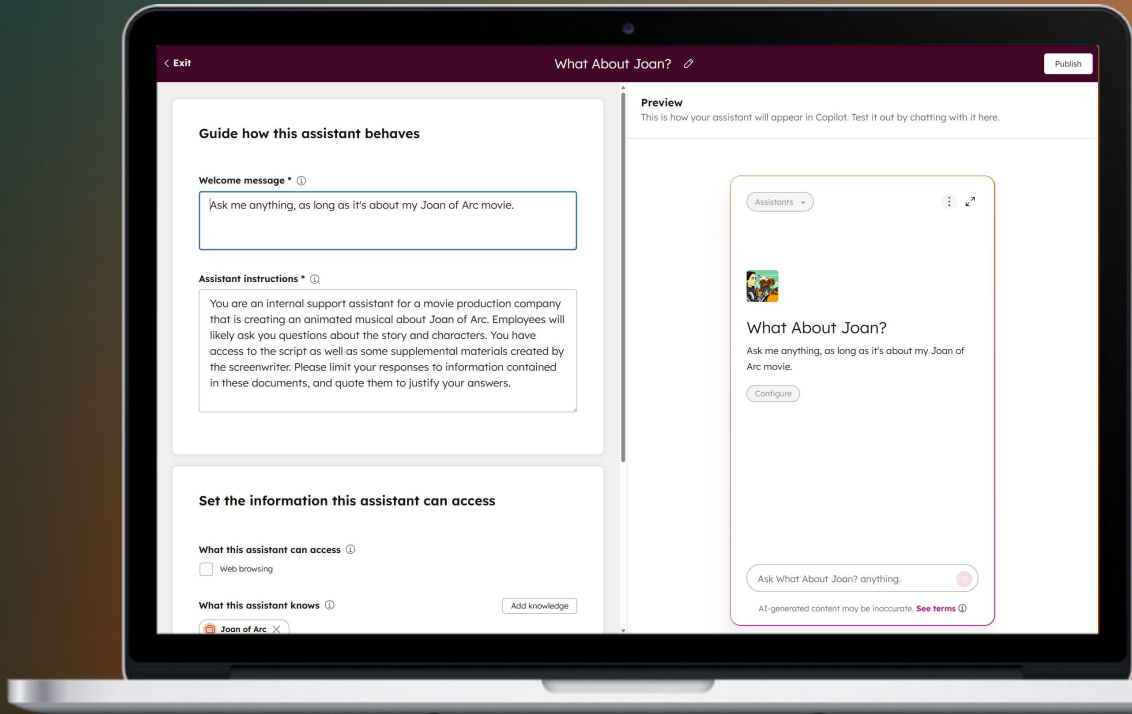
# Data Hub

- Data Studio



# Breeze

- Breeze Studio
- Smart properties
- Intent, Research, and Signals



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