



# **The Ultimate Global Guide to Choosing a Payment Processor for Solopreneurs (Free & Paid Options)**

*Revised to include USA and International Options  
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# The Ultimate Global Guide to Choosing a Payment Processor for Solopreneurs (Free and Paid Versions)

Choosing the right payment processor as a solopreneur can have a big impact on your business. The right tool will make it easy for clients to pay you, while also keeping your transaction fees low and integrating smoothly with your existing systems.

But with so many options, which one should you choose? Here's a quick guide based on ratings, transaction fees, features, and—most importantly—customer familiarity.

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## Best Free Payment Processors (U.S.)

- Stripe** (4.7/5) → Best for Online Payments & Business Growth
  - ✓ Integrates with major platforms like Kajabi, SuiteDash, and HoneyBook
  - ✓ Handles subscriptions, memberships, and digital sales
  - ✓ Transaction Fees: 2.9% + \$0.30 per transaction
  -  Best for: Digital businesses, coaches, and solopreneurs selling courses or memberships
- Wave** (4.5/5) → Best for Free Accounting + Invoicing
  - ✓ Totally free invoicing and accounting built-in
  - ✓ No monthly fees—great for budget-conscious solopreneurs
  - ✓ Transaction Fees: 2.9% + \$0.60 per transaction
  -  Best for: Solopreneurs who need an all-in-one free bookkeeping & payment solution
- Square** (4.6/5) → Lowest Fees + In-Person Payments
  - ✓ Lowest transaction fees at 2.6% + \$0.10 per transaction
  - ✓ Ideal for solopreneurs who sell both online and in-person
  - ✓ Simple invoicing and payment tracking
  -  Best for: Creatives, brick-and-mortar businesses, and service providers who take in-person payments

## Other Great Free Options

- **PayPal** (4.3/5) → Most Trusted by Clients
  - ✓ Clients are already familiar with PayPal, making payments easy
  - ✓ Great for international transactions, but fees are slightly higher
  - ✓ Transaction Fees: 2.9% + \$0.30 per transaction
  - 💡 Best for: Solopreneurs who want easy client payments and a familiar checkout experience
- **Paddle** (4.3/5) → Best for Digital Products & Global Sales
  - ✓ Automatically handles sales tax + compliance worldwide
  - ✓ Great for software, courses, and digital products
  - ✓ Transaction Fees: 5% + \$0.50 per transaction
  - 🌐 Best for: Solopreneurs selling digital products or subscriptions globally

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## Top 5 Paid Payment Processors for Solopreneurs (U.S.)

If you're willing to pay for premium features like automation, better reporting, and workflow tools, here are the best options:

1. **QuickBooks Payments** (\$20+/mo) → Best for Full Accounting
  - ✓ Transaction Fees: 2.9% + \$0.25
  - ✓ Includes full accounting, tax management, and reporting
  - 👛 Best for: Solopreneurs who need robust bookkeeping tools.
2. **FreshBooks Payments** (\$17+/mo) → Best for Service-Based Businesses
  - ✓ Transaction Fees: 2.9% + \$0.30
  - ✓ Invoicing + accounting + expense tracking
  -  17 Best for: Service providers who need client invoicing + finance tracking.
3. **HoneyBook** (\$16+/mo) → Best for Client Workflows
  - ✓ Transaction Fees: 3% (Stripe/PayPal)
  - ✓ Automated client workflows, contracts, and invoicing
  - 👛 Best for: Freelancers & solopreneurs managing client projects.
4. **Kajabi Payments** (\$149+/mo) → Best for Digital Course Creators
  - ✓ Transaction Fees: 2.9% + \$0.30

- ✓ All-in-one platform for courses, memberships, coaching
- 🎨 Best for: Solopreneurs building a course or membership business.

5. **SuiteDash** (\$19+/mo) → Best for CRM & Automation

- ✓ Transaction Fees: Varies
- ✓ CRM, invoicing, client portal & automation
- 💻 Best for: Those needing a complete business management system.

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## Best International Payment Processors

1. **Wise** → Best for Low-cost international bank transfers & currency exchange

- ✓ Transaction Fees: Varies by country, typically lower than banks
- ✓ Real exchange rates with minimal fees
- 🌐 Best for: Solopreneurs receiving international payments with low conversion costs

2. **Payoneer** → Best for Freelancers & solopreneurs receiving international payments

- ✓ Transaction Fees: 1% for ACH transfers, 3% for credit card payments
- ✓ Works in 200+ countries with direct bank withdrawals
- 👛 Best for: Freelancers, online businesses, and those using marketplaces like Fiverr & Upwork

3. **Stripe (Global Version)** → Best for Online businesses selling internationally

- ✓ Transaction Fees: 2.9% + \$0.30 (varies by country)
- ✓ Supports 135+ currencies and multi-language checkout
- 🚀 Best for: Solopreneurs needing a strong, scalable global payment processor

4. **2Checkout (now Verifone)** → Best for Digital product sellers in multiple countries

- ✓ Transaction Fees: 3.5% + \$0.35 per transaction
- ✓ Handles sales tax compliance and supports 87 currencies
- 💰 Best for: Software companies, SaaS providers, and international digital product sales

5. **Alipay** → Best for Selling to customers in China

- ✓ Transaction Fees: ~1.2% per transaction
- ✓ Trusted by Chinese consumers, widely used for e-commerce
- 🇨🇳 Best for: Businesses targeting Chinese markets with mobile-friendly payments

## **Final Thoughts: Which One is Right for You?**

- ✓ If you need low fees → **Square** (cheapest per transaction)
- ✓ If you need a free invoicing & accounting solution → **Wave**
- ✓ If you want a strong online processor with integrations → **Stripe**
- ✓ If you need a trusted payment option for international clients → **PayPal, Wise, or Payoneer**
- ✓ If you sell subscriptions or digital products → **Paddle or 2Checkout**
- ✓ If you want premium features like automation & CRM → **SuiteDash or HoneyBook**

Choosing a processor your clients already trust will make payments faster and smoother!

If you're still unsure, test a couple before committing.

# Full Global Comparison Chart Ranked by Rating (High to Low)

Payment Processor	Free Plan	Transaction Fees	Pros	Cons	Integrations	Rating	CRM	Invoicing	Accounting	Region	Market
<b>Stripe</b>	Yes	2.9% + \$0.30	Developer-friendly, global reach, recurring billing	Requires technical setup, limited native CRM	Kajabi, SuiteDash, ManyRequests	4.7/5	✗	✓ Basic	✗	USA	USA
<b>Stripe (Global)</b>	Yes	2.9% + \$0.30	135+ currencies, fraud protection, global reach	Requires technical setup for advanced features	Kajabi, SuiteDash, ManyRequests	4.7/5	✗	✓ Basic	✗	Int'l	Int'l & USA
<b>Wise</b>	Yes	Varies	Low conversion fees, great for international transfers	No instant card payments, limited integrations	Banks, QuickBooks	4.7/5	✗	✓ Basic	✗	Int'l	Int'l & USA
<b>Square</b>	Yes	2.6% + \$0.10	Lowest fees, user-friendly, POS tools	Limited advanced features, primarily for in-person sales	ManyRequests, SuiteDash	4.6/5	✗	✓ Basic	✗	USA	USA
<b>QuickBooks Payments</b>	No	2.9% + \$0.25	Full accounting suite, tax management, advanced reporting	Monthly cost, more suited for businesses needing full accounting	QuickBooks ecosystem	4.6/5	✓ Full	✓ Full	✓ Full	USA	USA
<b>Payoneer</b>	Yes	1% ACH, 3% CC	Works in 200+ countries, great for freelancers	Higher credit card fees, slower transactions	Freelancer platforms, Upwork	4.5/5	✗	✓ Basic	✗	Int'l	Int'l & USA
<b>Alipay</b>	No	~1.2%	Trusted in China, large user base	Requires integration approval, limited outside China	Chinese marketplaces	4.5/5	✗	✗	✗	Int'l	Int'l & USA

<b>FreshBooks Payments</b>	No	2.9% + \$0.30	Invoicing + accounting + expense tracking for service-based businesses	Higher monthly cost for solopreneurs, not ideal for product-based businesses	Stripe, PayPal, banks	4.5/5	✓ Basic	✓ Full	✓ Full	USA	USA
<b>Wave</b>	Yes	2.9% + \$0.60 (credit cards) / 3.4% + \$0.60 (AmEx) / 1% ACH	Free invoicing & accounting, easy to use	Limited integrations, slower ACH processing	Primarily Wave apps	4.5/5	✗	✓ Full	✓ Full	USA	USA
<b>HoneyBook</b>	No	3% (Stripe/PayPal)	Client workflows, contracts, and invoicing built-in	Higher fees, best suited for service providers	Stripe, PayPal	4.4/5	✓ Full	✓ Full	✗	USA	USA
<b>2Checkout</b>	Yes	3.5% + \$0.35	87 currencies, tax compliance, supports digital products	Higher transaction fees, less flexibility	E-commerce, subscription services	4.4/5	✗	✓ Basic	✗	Int'l	Int'l & USA
<b>Paddle</b>	Yes	5% + \$0.50	Handles taxes, global subscription management	Higher fees, primarily for software products	Limited integrations	4.3/5	✗	✗	✗	Int'l	Int'l & USA
<b>Kajabi Payments</b>	No	2.9% + \$0.30	All-in-one for selling courses, memberships, coaching	Expensive, better for those focused on digital products	Kajabi ecosystem	4.3/5	✓ Full	✓ Full	✗	USA	USA
<b>PayPal</b>	Yes	2.9% + \$0.30	Widely trusted, easy setup, supports multiple currencies	Higher fees for international transactions, limited customization	HoneyBook, ManyRequests, SuiteDash	4.3/5	✗	✓ Basic	✗	Int'l	Int'l & USA
<b>WePay (Chase)</b>	Yes	2.9% + \$0.25	Transparent pricing, no monthly fees	Limited integrations, no phone support	Limited integrations	4.2/5	✗	✓ Basic	✗	Int'l	Int'l & USA

<b>SuiteDash</b>	No	Varies	Full CRM, invoicing, client portal & workflow automation	Requires a learning curve, may be overkill for smaller businesses	Multiple CRMs, Stripe, PayPal	4.2/5	✓ Full	✓ Full	✗	USA	USA
<b>LZ Books (LegalZoom)</b>	30-day trial	Uses Square (2.6% + \$0.10)	Affordable subscription, simple bookkeeping, uses Square for transactions	Limited advanced features, unknown external integrations	Square, LegalZoom ecosystem	4.2/5	✗	✓ Full	✓ Light	Int'l	Int'l & USA
<b>Flowlu</b>	Yes	2.9% + \$0.30	All-in-one suite, CRM, project management	Limited customization, may have unnecessary features for some	Native payment processing integrations	4.1/5	✓ Full	✓ Full	✓ Full	Int'l	Int'l & USA
<b>Invoice2go</b>	Yes	3%	Mobile-friendly, customizable invoices, expense tracking	Limited free plan, additional cost for premium features	Various accounting software	4.0/5	✗	✓ Full	✓ Light	Int'l	Int'l & USA
<b>Kosmo</b>	Yes	2.9% + \$0.30	Project management, time tracking, invoicing	Limited advanced features, basic free plan	Stripe, PayPal	4.0/5	✓ Basic	✓ Full	✗	Int'l	Int'l & USA
<b>Invoicera</b>	Yes	Varies by gateway	Supports multiple gateways, recurring billing	Steeper learning curve, limited free plan features	Over 25 payment gateways	3.9/5	✗	✓ Full	✓ Light	Int'l	Int'l & USA