

Complete List of Benefits for NPSOA Members

\$1,000s of Savings!



#### **MEMBERSHIP APPLICATION**

NATIONAL PRINT & SIGN OWNERS ASSOCIATION

Date:					
Name:		Title:			
Company:					
Address:		- '			
City:				p:	
Phone:		Fax:			
Email:		_ Website:			
Number of Employees:	_ Annual Sales Volume:			(Optional)	
Additional Contact Name:	Title: _		Email:		
☐ Email address for Listserv	· · · · · · · · · · · · · · · · · · ·				
Referred By:					
Name:		_ Company:			
Address:					
City:				·	
Phone:		Email:			
Membership and benefits of membership:  Payment Method					
Choose your membership	membership:	□ Check	retriod		
•		Return this form along with your check payable to:			
☐ ListServ Membership: \$99/Annual		NPSOA Membership			
Access to ListServ (closed to non-members)		P.O. Box 36			
		Sterling, VA 2	2016/		
☐ Full Membership:					
\$385/Annual	non mondoral	The easi	act and simplest metho	nd for joining	
Access to Owners Listserve (closed to non-members)  Monthly Mailed Magazine and access to archived issues		The easiest and simplest method for joining (or rejoining) NPSOA is via our website			
Access to monthly and archived webinars Industry pricing studies and wage and benefit surveys		using a credit card.			
					Annual in-person conference membe
Monthly owner networking exchange via Zoom All vendor benefits illustrated in brochure			国際の 国		
			=   'A'',		

#### How did you hear about NPSOA?

How did you hear about Nr 30A:				
☐ Social Media ☐ Printowners' Listserv				
☐ Website ☐ Email Blast ☐ Friend				
☐ Event ☐ Other				
☐ Deborah Corn ☐ Konica Minolta ☐ Warren Werbitt				
☐ Bill Farguharson				



npsoa.org/members/join-renew-npsoa/



#### **Member Benefits**

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#### **ACCUZIP6 FOR NPSOA**

#### THE INDUSTRY'S PREFERRED ACCUZIPG POSTAL SOFTWARE OFFERS **4 MONTHS FREE TO NPSOA MEMBERS!**

Purchase an AccuZIP Annual Contract - Get 4 Months Free\*

#### Why choose AccuZIP?

www.accuzip.com/free-demo-now

or call 855-266-II4I today!

For over three decades AccuZIP has provided feature rich and highly functional USPS<sup>®</sup>, CASS<sup>™</sup>, and PAVE<sup>™</sup> Gold certified solutions. With these technologies printers, mailers, marketing service providers and fulfillment services providers:

- 1. Enjoy our exclusive "Price Lock Guarantee"
- 2. Produce USPS compliant mailings for all mail classes
- 3. Experience free and unlimited support and training via live chat, e-mail, phone, or fax
- 4. Understand the "real value" of direct mail and how to truly optimize postage
- 5. Be represented within industry associations in which AccuZIP participates
- 6. BuyLists.com Free Counts Targeted Marketing Quality Lists Instant Download

4 Months Free\*!



Contact the AccuZIP sales department at 1-800-233-0555 or email sales@accuzip.com

**Where Precision Meets** Simplicity in List Purchasing!

\*Proof of NPSOA Membership required



Get Pre-Press Artwork Approved 50% Faster

♦ Best Online Proofing Software 

□ Full Automation 
□ Branded to You

Find out why thousands of printers worldwide rely on Ashore to get better feedback from customers, faster. As a special offer, **NPSOA Members** can fully automate their customer artwork process for as little as \$14.40 per month.

Send your next proof with ashoreapp.com



NPSOA Member Discount!

# The Best Standard Operating Procedure Template for Organizations Unancounting for Treat to fatoment a 1004 Compliance ridge\* Compliance ridge\* Compliance ridge\* In the Compliance ridge\* Compliance

#### Stop Chasing Customers for Feedback!

With **Ashore**, you can easily get feedback on any file type — from images to audio files — from your own branded, mobile-friendly dashboard.



Give customers the premiere proofing experience online



Protect your PDFs through automatic rasterization



Receive a complete history of every proof including email opens



Require customers to acknowledge your approval checklists



Automate your process with workflows and reminders





10% OFF
Use code: NPSOA

#### **DPC-400 Digital Die Cutter**

Ideal for one-off samples and short run jobs, the DocuCutter DPC-400 Digital Die Cutter produces packaging, custom-shaped cards and labels on demand. It comes standard with four cutting tools and a scoring wheel. Set them to cut intricate shapes, kiss cut stickers, and score fold lines on packaging and folded pieces.



10% OFF
Use code: NPSOA

#### DC-648 Slitter/Cutter/Creaser

With its ability to slit/cut/crease and perforate digitally-printed applications in one pass, the DC-648 delivers professionally-finished jobs up to 40 sheets per minute. Incredibly efficient and easy to use, the DC-648 produces a wide range of fullbleed applications from 24-up business cards to invitations and tickets on demand.



Duplo is your source for on demand print embellishment, personalized packaging, and digital finishing solutions.



Contact us to schedule a video demonstration:

949.752.8222 800.255.1933 sales@duplousa.com



duplousa.com youtube.com/user/DuploUSA twitter.com/DuploUSA facebook.com/DuploUSA linkedin.com/company/duplo-usa-corporation



**Duplo USA Corporation** 3050 S Daimler Street Santa Ana CA 92705



## LoyaltyLop®

Capturing feedback. Driving results.

"Very happy that we added LoyaltyLoop... we have increased Google reviews and it has provided us the opportunity to go back to our clients with additional services we offer, resulting in increased sales."

Bob's Busy Bee Printing

Tampa, FL



#### **NPSOA MEMBER DISCOUNT**

#### **GREAT CUSTOMER EXPERIENCES CREATE GREAT BUSINESSES**

Do your customers <u>love</u> doing business with you?

Did you know that the most successful businesses have one thing in common? Their customers <u>love</u> doing business with them. These great companies learned a secret: businesses with a relentless focus on delivering outstanding customer experiences, are rewarded with customers who willingly drive your brand with free word-of-mouth advertising, share their experiences with others, post amazing 5-star reviews, and refer more prospects, all of which drives more business.

For over a decade, LoyaltyLoop has been helping printers unlock the power of customer loyalty to boost their brand and bottom line, while also boosting their Google reviews. We can help you too.

LoyaltyLoop is an affordable monthly subscription service that uses short surveys to engage your customers soon after they complete a transaction, and automatically asks them for feedback, reviews, leads and referrals. It even intercepts negative feedback so you can act quickly to correct issues. The process is fully automated when using one of our integrations.

### GET AUTOMATED FEEDBACK & REVIEWS

You'll be amazed at how easy, effective and affordable it is. Check out LoyaltyLoop today!

NPSOA Members get 50% off their first 3 full months of LoyaltyLoop Promoter plan monthly subscription





**Sign Up Now** 

Integrated with:













and more...



#### **MARKETING IDEAS FOR PRINTERS**

NPSOA members: Enjoy a FREE Marketing Kit with your purchase of DesignEdit or Private Label Websites.



#### **Private Label Websites**

Let your corporate customers order printing from a website that looks like an extension of their own. It feels like they're ordering from their own, private printing department, but the orders come to you!

www.mi4p.com/websites/private-label-websites



Give your customers the joy of bringing their creative design ideas to life on your website with 20,000 ready-to-use templates and a HUGE library of high-quality images. Meanwhile, you can sit back and enjoy watching new print orders roll in!

www.mi4p.com/websites/design-edit



Marketing Ideas For **Printers.com** 

WEBSITE | MIS | MARKETING Helping You Sell More Printing!

800-736-0688



#### **UV COATING, FOIL, LAMINATION & MACHINE DISCOUNTS**

\*5% on all new machines, UV Coaters and Digital Spot Foiling/Lamination Units
\*10% on all supplies

#### \*10% on all Formax Equipment

5% off any new machine orders until Dec 31, 2023 and receive 10% off supplies for one year.

Mike's Graphic Service & Supply LLC. can supply & service your company with all your UV Coating, spot Foil and lamination needs. We work closely with Tec Lighting, Ricoh, Konica Minolta, Canon, Xerox, Rollem, and a few other large companies.

**Tec Lighting UV Coaters** come in a wide variety of sizes. We have "The Mega Coat XL series which consist of 63" & 50" which both can be hand fed or roll to roll. The TRU series starts off with our 14" which is a hand feed model only and our 16", 21" & 30" models can be hand fed, with a deep pile feeder & stacker or even in line with almost every digital printer.

The Digifoiler<sup>TM</sup> comes in 2 different sizes which is a 15" and 21" and those can be hand fed or set up as an auto feed system. The Digifoiler<sup>TM</sup> is a spot foiling (Sleeking<sup>TM</sup>) is an on-demand foil stamping solution for short-run digital applications. Besides the Sleeking<sup>TM</sup> these systems can also do traditional lamination using gloss, matte or soft touch.

**Formax®** is an industry leader in the design, manufacturing and distribution of pressure sealers, digital print finishing solutions, folder inserter and data destruction equipment.



#### Since 2005

#### Michael Gill

UV Coater Technician/Sales Cell 714-234-7580 • mike@uvrollercoater.com www.uvrollercoater.com













#### **NPSOA CONFERENCE**

### Put Your Printing Company on the Fast Track to Growth! Learn and Earn! Attend the NPSOA Annual Conference!

NPSOA's annual conferences are designed by your peers in the printing industry to be informational, educational, and entertaining. Attendees generate new relationships, strengthen bonds with fellow print & sign shop owners, and learn new ways to make a positive impact on their bottom line.

Each year, NPSOA holds these conferences in major cities across the United States where print & sign shop owners learn new tactics to help their businesses prosper and can still have time to enjoy a night on the town after a long day.

Throughout the conference, attendees hear from experts in various topics of interest to print & sign shop owners. When the conference is over, all the material used by the guest speakers is available for reference after returning to your shops. You are free to reuse these materials for sales and operations.



## "It is worth its weight in gold!"

\$500 - \$1500+ in Savings!\*

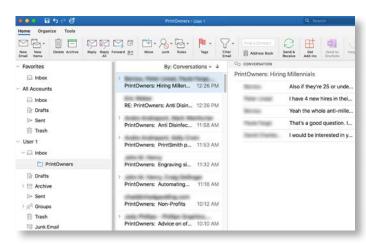


#### **LISTSERV®**

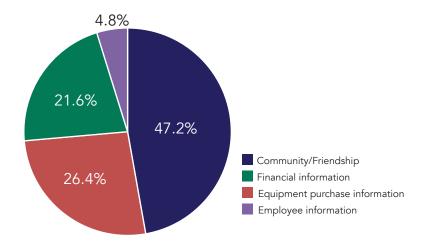
Where do you turn when you need answers to the challenges our industry faces from time to time? Most print shop owners agree that the most reliable answers are from business owners who have faced adversity head on and solved the challenge with a solution usually from another print shop owner. Or perhaps it is just a question about insurance, marketing, and production, where do you turn for these?

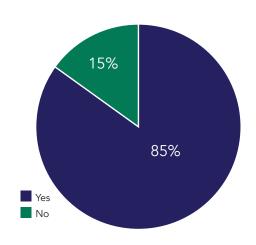
One of the most powerful tools used by members of the NPSOA is its Listserv. Why? It is an open online forum connecting members and building relationships. The Listserv also provides:

- On-demand expertise from other owners at the tap of a keyboard.
- Networking made easy. Build relationships!
- Connecting with people who have gone through similar issues.
- Promotes and builds your brand.
- Provides the pulse of our industry.
- Sending invitations, announcements, news, and event notifications.
- In-depth discussions.
- 24/7 convenience.
- Easy participation through email.
- Awareness of new products and services.
- Educational experiences.
- A common commitment to the printing and sign industries.
- Hop on / Hop off at any stage of the conversation.
- A free and open discussion format without annoying and gratuitous participants.
- Transparency. Nobody posts anonymously, which develops mutual respect.
- Geography is not an issue. Members on the East Coast can post and members on the West Coast can reply when convenient... and all the members in between.
- Search capabilities. When looking for a specific topic, seek and ye shall find!



In a recent survey of NPSOA members, \*71% said they saved over \$500 from advice received on Listserv. Another 23% claimed a savings of over \$1,500. Not too shabby when considering this valuable resource to the low cost of NPSOA membership!





#### Rank the reason you are on the PrintOwners list.

When we look at the responses, we see that the single highest rated reason to be on the Print owners list is community and friendship by a significant margin (over 20%)

Did you find the list valuable during the Covid-19 pandemic with best practices, PPP information and EIDL discussions?

#### Check out what your peers have said about NPSOA's Listserv:

"It is worth its weight in gold!!!!!!!"

"Wisdom from hundreds of print owners."

"Association with those in the same boat and the related experience and information that is shared"

"It's a source for constant learning."

"Insight on new trends and best practices; best sources for services, software and subcontractors; a huge resource to answer almost any question about the printing business"

"Info on PPP"

"Best practices. methods and procedures. Software reviews. Production advice / how to tips and ideas. To

"Best Place to get all my questions answered"

learn from my peers."

"Good mentorship"

"Overcoming business challenges"

"Business guidance"





#### OWNER'S IDEA EXCHANGE ZOOM THINK TANK

Come one and all NPSOA members to the Print Owner's thINK TANK where ideas will flow like bourbon during Mardi Gras.

#### 5pm - 7pm est., Every 3rd Wednesday

It's where members can share ideas and talk freely with one another about what's working and what isn't.

- Come and go as you like
- Another great member benefit!

It's just like any other happy hour, except it's on zoom and it is BYOB & you supply your own snacks to eat. But besides that it will be fun...AND good for your business.

#### Register in advance:

#### Visit npsoa.org for link

After registering, you will receive a confirmation email containing information about joining the meeting.





#### NPSOA Members deserve the best payment processing provider, Pineapple Payments Platform

Another benefit available to NPSOA members is enhanced payment processing. Pineapple Payments Platform is a single source payment gateway. For one low monthly fee, NPSOA members experience easy payment processing and impressive savings. Check out how others have benefited by using our payments sponsor, Pineapple Payments!

Member A\*: \$2,735 annual savings – paid average of \$2,025 per month with previous processor. Pineapple charges this company only \$1,796 per month.

Member B\*: \$990 annual savings – paid average of \$550 per month with previous processor. Pineapple charges only \$467 per month.

Member C\*: \$2,200 annual savings – paid average of \$850 per month with previous processor. Pineapple charges only \$661 per month.

Start saving money today! Contact Kevin Lee at Pineapple Payments Processing.

#### \*Actual Member Savings in First Year



Mobile



QuickBooks Integration



Virtual Terminal



**eCommerce** 



#### Kevin Lee, Partner

Email: klee@partner.pineapplepayments.com Website: www. pineapplepayments.com



You Can Love Your Retirement Solution

#### **EASIER TO ADMINISTER 401(k) PLAN**

Focus on your business when you outsource your retirement plan administration functions and liabilities

#### **COMPLIANT 401(k) PLAN**

Oversight and execution of tasks to keep your retirement plan compliant are performed by experts

#### **WELL-KNOWN PROVIDERS**

Your plan is taken care of by the largest outsource provider of retirement plans in the country, and supported by well-known recordkeepers and with ERISA 3(38) Investment Managers

#### **PAY REASONABLE COSTS**

Competitively priced; often costing less than other programs offering fewer comprehensive services

#### PROTECT YOUR FIDUCIARY LIABILITY

Through the NPSOA Retirement Solution, your retirement plan includes outsourcing the bulk of responsibility and accountability for operational and investment oversite as the ERISA 3(21) Non-investment Fiduciary as a Named Fiduciary



## Plan2Retire

Jeff Bowers, CFP®, CFBS Plan2Retire (240) 329-3333 | (800) 453-2105 Plan2Retire.com

Hagerstown Office 1380 Dual Highway Hagerstown, MD 21740 Frederick Office 97 Thomas Johnson Dr, Suite 201 Frederick, MD 21702 "Having an advisor for our employees with their 401 (k) plan has been very helpful. Our staff has met with Jeff and the team at Plan2Retire to assist with making investment decisions. The NPSOA Retirement Plan has provided our company with a turnkey program."

Randy Herron, Herron Printing & Graphic Gaithersburg MD

"Moving our retirement plan over to Plan2Retire was not only easy and saved us money it also has become beneficial to our employees. Unlike our previous provider, Jeff has been very helpful and accessible in discussing financial situations, expenditures, goals and ideas not only with myself but any employee whenever we need them."

Nathantel Grant, GAM Graphies And Marketing Steeling VA

Marketing, Sterling VA

"Plan2Retire was able to review our current

401 (K) and determine we could see significant cost savings as well as begin a process to continuously review our investments. Also, Jeff and his team are available to provide financial guidance to our employees."

arry Martin, Copyquick, Hagerstown MD



#### PLANPROPHET CRM AND MARKETING AUTOMATION ENGINE

#### **UPGRADE YOUR BUSINESS WITH INCREDIBLE BENEFITS**

PlanProphet is a cloud-based custom designed platform for the printing industry. It integrates with Printer's Plan, PrintSmith Vision, and EPMS Management Information Systems to provide ground-breaking analytics by leveraging customers' historical data.

Our CRM and Marketing Automation Engine ensure effective customer communication and track every interaction. Imagine automating a part of your customer experience, your marketing, and your billing and collections, such as customer welcome journeys, prospect pipeline, post-sale feedback requests, drip campaigns, quote follow-up, inactive accounts check-ins, post-sales check-ins, order confirmations, order completed notifications, invoices, statements, payment due, past due, collections, and payment reminders and confirmations. Sounds great, right? This engine strengthens the customer experience while acting as an extension of your team, doing a part of the work for you, so you can focus on more important tasks.

#### Begin your PlanProphet experience today!



To learn more, book a demo by contacting <a href="mailto:sales@planprophet.com">sales@planprophet.com</a>
<a href="mailto:Lemay Sanchez">Lemay Sanchez</a>, Managing Director
<a href="mailto:Website:www.planprophet.com">Website:www.planprophet.com</a>

<sup>\*</sup> PlanProphet is integrated with Printer's Plan, PrintSmith Vision, and EPMS only. For more information about supported MIS, please email us at: sales@planprophet.com









NPSOA members 2024 SPECIAL OFFER! UP To 25% OFF Your Self-Promo Folder



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Check options and availability

POCKETFOLDERS FAST.COM/NPSOA-STRUT



#### **Print Management Solutions & Web-to-Print**

NPSOA Members have been using Print Reach products for over two decades! We're pleased to offer **Premium Discounts on software sign-up fees** to NPSOA members and look forward to helping you grow and streamline your business.



Self-Hosted or Cloud-Hosted | Estimating | Custom Reporting | Invoicing & A/R | Cost Control Scheduling | Job Tracking | Best Suited for Small to Medium Shops



Web-Based (Self-Hosted Available) | Estimating & Invoicing | Custom Reporting & Job Costing Scheduling | Workflow Management | Barcode Inventory | Integrated Mailing & Postage Accounting | Touchscreen Data Collection | Best Suited for Medium to Large Shops



Integrating with Printer's Plan and Midnight, MyOrderDesk is the chosen cloud-based software solution for printers. Customers quickly order products, upload/proof files and submit reorders from the shop's customized website.

## PRINTREACH



## When it comes to your employee benefits... NOT all brokers are the same.

As an employer, you may assume all brokers have access to the same products and rates and, therefore, can't bring anything more, new, or different to the table. This is simply not the case!

It is true that most benefit brokers have access to the products that are on the Fully funded market; products that are all guaranteed issue and have fixed rates, but that's where the similarity stops. That's why you owe it to yourself, and to your company to look for a broker who:

- will show you any/all products available in the self-funded market, the largest growing market for small employers in the US.
- has taken the time to learn about alternative funding mechanisms that can be used to lower healthcare costs.
- takes the time to shop out the ancillary products (group dental, vision, life, disability, etc.) to find you the best products.
- offers a FREE portal for online enrollment the



Bill Schmidt, Self Insured Specialist Chair, Loudoun Free Clinic Small Business Insurance Solutions, Inc. 703.939.9108 (Direct) | 703.726.0753 (Fax) bill@sbisonline.com 18557 Sandpiper Place | Leesburg, VA 20176 benefits of online enrollment include:

- A streamlined new hire process (easier on your HR team)
- The ability for new employees to compare and choose products, and complete the application online, typically in just a few minutes time (easier on the new hire)

At SBIS, we have been in business for 30 years! We partner with our clients and recognize the value in those partnerships. That's why, as your partner, not only will we provide all the above services, but we will also:

- act on your behalf, negotiating rates as much as possible.
- represent you, not the insurance company.

**Did You Know** that a United self-funded plan costs up to 35% LESS than the exact same plan on the traditional market?? Did you know that United, Aetna, Cigna all offer self-funded plans? Most don't know that because their brokers would rather you just renew as is, instead of doing the extra work to move a client to a self-funded plan. The Insurance companies have better control over their profits with these plans and would rather write your business in the self-funded market!

So, if your broker is not providing this level of service... please contact me to schedule a no obligation meeting. I'd be happy to learn how I can best help, and then design the employee benefits plan that will really work for you, your employees, and your business.



Get on my calendar...

Let's talk about YOUR 'there'.





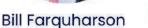
+1 (781) 934-7036



bill@salesvault.pro



salesvault.pro



https://go.oncehub.com/billfarquharson

Find your Member Benefit at salesvault.pro/NPSOA



#### PREMIUM MEMBERSHIP INCLUDED

NPSOA has a Premium Membership Plan with WhatTheyThink that provides employees at association member companies with access to WhatTheyThink's premium membership content.

Premium Members receive unrestricted access to over 3000 exclusive reports, expert commentary and analysis, Industry Data, and Economic Forecasts. Plus all the benefits of basic membership.

Get your access code to WhatTheyThink.com with your NPSOA Membership.

#### INSIGHT YOU NEED. ANALYSIS YOU TRUST.

The Member Center provides members with a website to keep their membership up to date including contact information and email newsletter preferences.



















## XMPIE: SHAPING THE FUTURE OF PERSONALIZATION

Software solutions for unifying Print and Digital communications.

#### \$500 DISCOUNT

on uDirect, XMPie's Data-Driven Print and VDP Desktop-Level Solution

\$2,500 DISCOUNT

on PersonalEffect, XMPie's Server-Level Solution – Includes Data-Driven Print and VDP, Omnichannel or Web-to-Print Solutions

XMPie's award-winning solutions are used globally by print providers and enterprises across every industry to automate the production of personalized communications. Harnessing end-to-end Adobe technology and designed for high-volume, high-speed production workflows, XMPie software increases efficiencies, reduces labor costs, avoids programming-intensive processes, and ensures that every customer feels valued - As if they were the single recipient experiencing the campaign.

#### **Data-Driven Print and VDP**

Automate and simplify the production of hyper-personalized content, even for high-speed, high-volume jobs.



#### **eCommerce Web-to-Print**

Extend your market reach by selling Print via an eCommerce workflow that maximizes efficiencies at every stage



#### **Omnichannel Communications**

Futureproof your business by expanding into lucrative services that unify Print and Digital media.





#### Have any questions or queries?

#### **Katie Fisher**

XMPie Regional Sales Executive

Cell: 469-515-1924 katie.fisher@xmpie.com www.xmpie.com

Use Promo code **NPSOA24XMP** to claim your solution discount.

XM° PIE
one to one in one

Up to \$2,500 Discount



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