



NATIONAL PRINT & SIGN
OWNERS ASSOCIATION

IN
(CONSTANTLY ADDING)

Complete List of Benefits *for* NPSOA Members

**\$1,000s of
Savings!**

Updated January 2024

Date: _____

Name: _____ Title: _____

Company: _____ Principal Business: _____

Address: _____

City: _____ State: _____ Zip: _____

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: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Membership and benefits of membership:

Choose your membership

ListServ Membership:

\$199/Annual

Access to ListServ (closed to non-members)

Full Membership:

\$385/Annual

Access to Owners Listserv (closed to non-members)
 Monthly Mailed Magazine and access to archived issues
 Access to monthly and archived webinars
 Industry pricing studies and wage and benefit surveys
 Annual in-person conference member discount rate
 Monthly owner networking exchange via Zoom
 All vendor benefits illustrated in brochure

Payment Method

Check

Return this form along with your check payable to:

NPSOA Membership

P.O. Box 36

Sterling, VA 20167

The easiest and simplest method for joining
 (or rejoining) NPSOA is via our website
 using a credit card.



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

How did you hear about NPSOA?

- Social Media Printowners' Listserv
- Website Email Blast Friend
- Event Other _____
- Deborah Corn Konica Minolta Warren Werbitt
- Bill Farquharson



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MAILING MADE EASY!

Our award-winning, robust data quality and direct mail software checks all the boxes and gets your brand in their mailboxes!

★★★★★ "I refer AccuZIP because of the customer service. You have a live person that answers phone calls and fields them to the correct person for help. On top of that, each of your technicians knows their stuff! They are always helpful." -T.P., Spartanburg, SC

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Give your business an edge with direct mail marketing.



WHY DIRECT MAIL?



Response rates are five to nine times higher than any other advertising channel.

ACCUZIP6 FOR NPSOA

THE INDUSTRY'S PREFERRED ACCUZIP6 POSTAL SOFTWARE OFFERS 4 MONTHS FREE TO NPSOA MEMBERS!

Purchase an AccuZIP Annual Contract - Get 4 Months Free*

Why choose AccuZIP?

For over three decades AccuZIP has provided feature rich and highly functional USPS®, CASS™, and PAVE™ 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*!



accuzip
Get started today!

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



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Get Pre-Press Artwork Approved 50% Faster

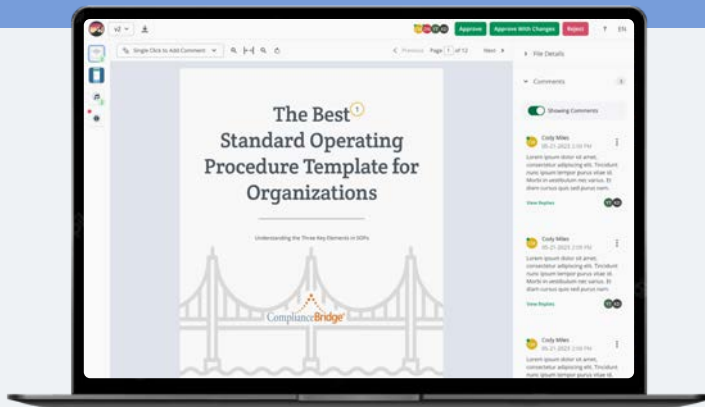
⚡ Best Online Proofing Software ⚙️ Full Automation 📄 Branded to You

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**

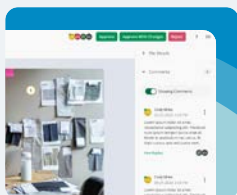


NPSOA Member Discount!



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



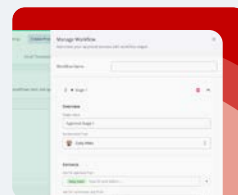
Protect your PDFs through automatic rasterization



Receive a complete history of every proof including email opens



Require customers to acknowledge your approval checklists



Automate your process with workflows and reminders



ASHORE



All NPSOA Members receive
SPECIAL discounts!

Duplo

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 full-bleed 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.



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LoyaltyLoop®

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



50% Off*

NPSOA MEMBER DISCOUNT

GREAT CUSTOMER EXPERIENCES CREATE GREAT BUSINESSES

Do your customers love doing business with you?

Did you know that the most successful businesses have one thing in common? Their customers love 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



Book a Demo

Integrated with:



and more...

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FREE Marketing Kit!

MARKETING IDEAS FOR PRINTERS

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



FREE KIT to Promote Your New Service!



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



FREE KIT to Promote Your New Service!



DesignEdit

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



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***10% on all Formax Equipment**

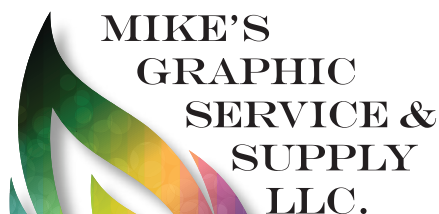
5% off any new machine orders until Dec 31, 2023 and receive 10% off supplies for one year.

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™ 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™ is a spot foiling (Sleeking™) is an on-demand foil stamping solution for short-run digital applications. Besides the Sleeking™ 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.



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Michael Gill

UV Coater Technician/Sales

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www.uvrollercoater.com





**Exclusive
Member Pricing!**

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!”



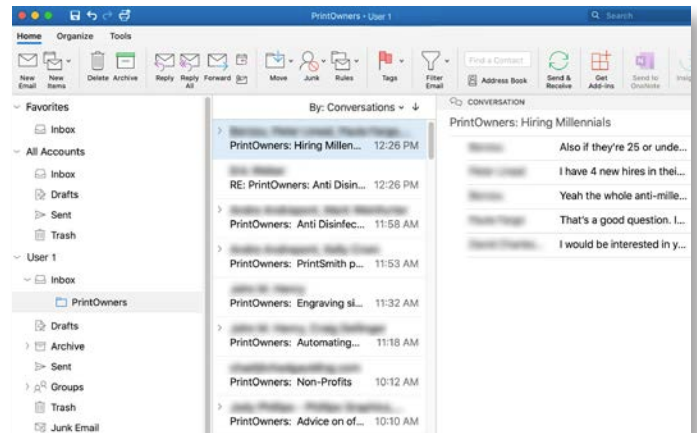
**\$500 - \$1500+
in Savings!***

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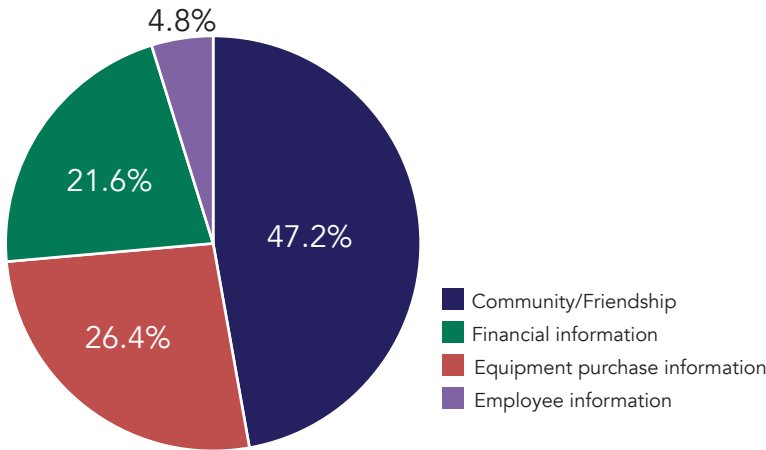
Where do you turn when you need answers to the challenges our industry faces from time to time? Most print shop owners agree that the most reliable answers are from business owners who have faced adversity head on and solved the challenge with a solution usually from another print shop owner. Or perhaps 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!

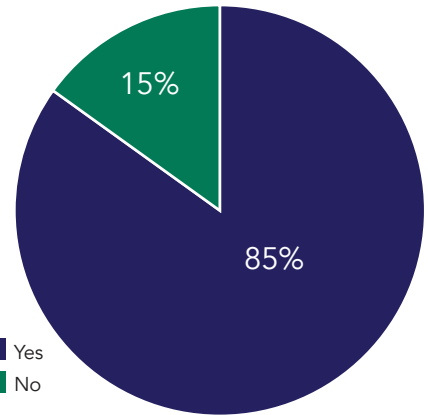


In a recent survey of NPSOA members, *71% said they saved over \$500 from advice received on Listserv. Another 23% claimed a savings of over \$1,500. Not too shabby when considering this valuable resource to the low cost of NPSOA membership!



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!!!!!!!"

"It's a source for constant learning."

"Info on PPP"

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

"Wisdom from hundreds of print owners."

"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"

"Best Place to get all my questions answered"

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

"Overcoming business challenges"

"Good mentorship"

"Business guidance"

npsoa magazine

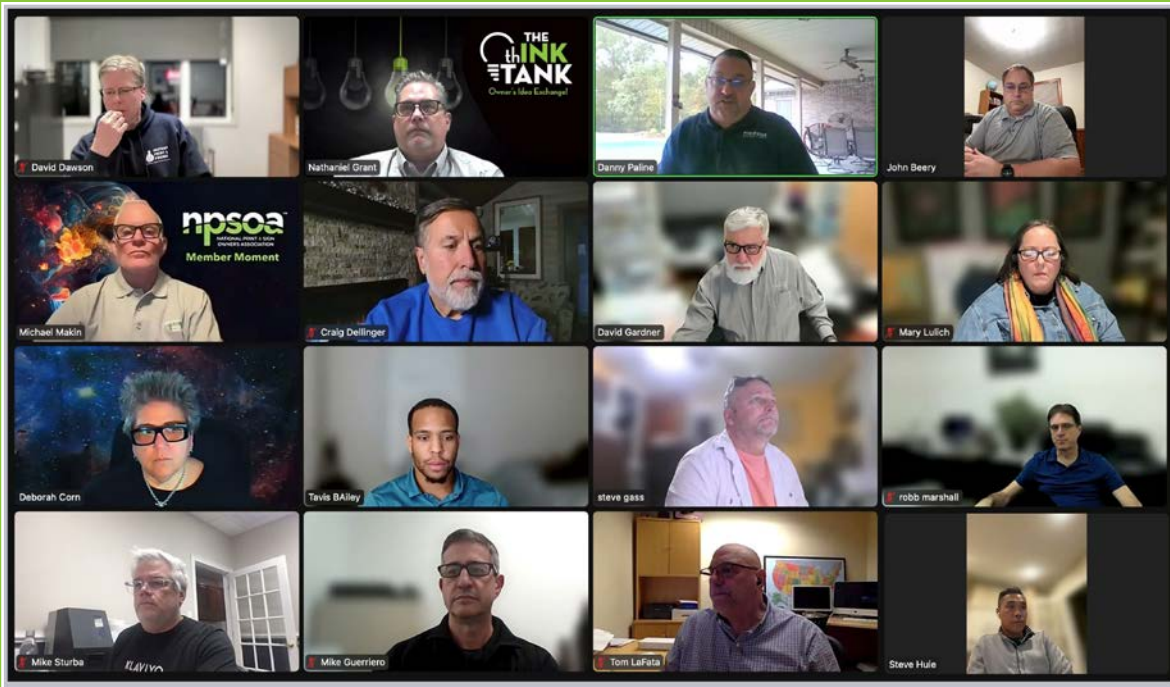
THE PRINT & SIGN OWNER'S MAGAZINE OF
INDUSTRY NEWS & UPDATES



Priceless!

**Mailed monthly to
NPSOA members!**





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.





**\$1,000s
in Savings!**

CREDIT CARD PROCESSING

**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**



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Integration



Virtual
Terminal



eCommerce



Kevin Lee, Partner

Email: klee@partner.pineapplepayments.com

Website: www.pineapplepayments.com



Cost Savings!

NPSOA RETIREMENT SOLUTION

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 oversight as the ERISA 3(21) Non-investment Fiduciary as a Named Fiduciary



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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 & Graphics, 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."

Nathaniel Grant, GAM Graphics And 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."

Barry Martin, Copyquick, Hagerstown MD

\$450 Savings!

NPSOA members get 1 month
of PlanProphet **FOR FREE!**

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 sales@planprophet.com
Lemay Sanchez, Managing Director
 Website: www.planprophet.com

* 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



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**Premium
Discounts**

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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.

Printer's Plan — **PRINT MANAGEMENT SOFTWARE** MIS for Printers

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

Midnight — **PRINT AND MAIL MANAGEMENT SOFTWARE** Print & Mail MIS

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

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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.

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“ Just wanted to send you a quick note to thank you for the tremendous work you did for my companies. Our health care costs were out of control and we were faced with having to cut benefits. After being introduced to you and your company, you were able to save us over \$50,000 per year in premiums. WOW! I'm still in shock. I thank you and all of my employees who received a \$1926.00 raise by having less taken out of each check thanks you too. Happy New Year to both of us. ”

–Kevin H.

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

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.



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bill@sbisonline.com
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The Sales Vault

with Bill Farquharson

**NPSOA Member
Discount!**

We'll get
you from
here to there.

What's your 'there'?

- Onboarding a New Rep
- Landing a Big Fish
- Getting to the Next Level
- Sales Through Marketing

Get on my calendar...

Let's talk about YOUR 'there'.



Bill Farquharson



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<https://go.oncehub.com/billfarquharson>



Find your Member Benefit at salesvault.pro/NPSOA



**\$199
Savings!***

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.

WhatTheyTh!nk



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.




one to one in one™

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.

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Capturing feedback. Driving results.



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Creating Your Future



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Making great first impressions since 1985.

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with Bill Farquharson

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