

# Grow Your Business

## Business Intelligence

### Wage & Benefit Report

This invaluable tool covers wages, annual salaries, health insurance benefits and human resource policies from a local, regional and national perspective. Drill down for detail by frequency of wage increases, paid holidays, vacation and sick leave, insurance benefits, retirement plans and much more. Every conceivable position is covered including prepress, press, bindery and finishing operations, salaries for administrative and management personnel and compensation for sales professionals. FREE to members who participate in the survey, \$250 for member non-participants and \$495 for non-members



### Mailers Hub

PGAMA has entered into a partnership with Mailers Hub. Mailers Hub was formed to answer the needs of today's commercial mailers, to provide fast access to answers and resources to help them understand and comply with USPS regulations, to improve their operations so they may better serve their customers and improve profitability, and to facilitate collaboration with industry peers and partner. Free to members, not available to non-members

### Sales Vault

As a Sales Vault Insider you have exclusive access to a packed calendar of live workshops and presentations, currently covering nearly 30 sales topics with new material added monthly. Prefer to learn on your own time? Most subjects are available on-demand for 24x7 consumption. Then there's the weekly sales challenge discussion groups...the growing list of template downloads...and 35+ years of Bill Farquharson's columns, sales videos, and blogs, all organized by sales topic. PGAMA members enjoy a 50% discount for the Vault (30 day trial is free to PGAMA members)

Printing Industry Performance and Insight Printing Industry Performance and Insight Reports- The Printing Industry Performance and Insight (PIPI) will focus on the state of our industry economy and other hot button issues that we are confronting. Each report centers on one topic per issue. These reports are the result of surveys that Dr Ralph Williams and his team at Middle Tennessee State University have put together with the purpose of providing you actionable information to help you in your business decision making. These reports are timely and will be updated as Dr Williams team and his advisory board sense a need to revisit a particular topic. Free to members, \$295.00 to non-members

### Quoins 2 Pixels Monthly Newsletter

This short, and to the point newsletter will be sent to you monthly and is produced by two longtime printing industry veterans who have decades of experience. Topics covered include formulas for evaluating purchasing decisions, sales compensation issues, job pricing theories and options and HR challenges. Free to members, \$150.00 to non-members

Contact Jay Goldscher about these valuable resources.  
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