



PIA|SD

Virtual Peer Group for the Small Printer APPLICATION



Studies have shown that CEOs & Presidents who participate in a peer group lead the industry in profits. As part of our ongoing commitment to deliver valuable products and services to small- and mid-size printers, we have created an opportunity to allow printers from across the country with less than \$2 million in sales to participate and have access to all the benefits of Peer Group networking without the expense of travel and time away from your business. This exciting new program will allow you to meet with like-minded business owners operating in different markets around the country to share ideas, experiences, and lessons learned.

So that we can create the most successful and effective peer group partners, please take a few moments to complete this brief questionnaire if you are interested in growing your business through networking with a peer group.

Name: _____ Nick Name: _____
 Title: _____ Company Name: _____
 Address: _____
 City: _____ State: _____ ZIP: _____
 Phone: _____ Fax: _____ Email: _____

1. Are you the owner or do you have at least 51 percent interest in your business?

- Yes
- No

2. What is your sales volume?

- \$0-\$750,000
- \$750,001-\$1,000,000
- \$1,000,001-\$1.5 million
- \$1.5-\$2 million

3. Number of employees:

- Under 5
- 5-10
- 11-15
- 16-20
- Over 20

4. Number of years in the business:

- Less than a year
- 1-3 years
- 4-10 years
- Over 10 years

5. What are your personal goals for your company in the next 3 years? *(check all that apply)*

- Grow my business
- Develop a financial plan for my business
- Find a buyer for my company
- Develop a succession plan
- Other goals?

6. What is your primary customer focus?

- Business to business
- Business to consumers
- Trade printer
- Finisher

7. Tell us about where you are located?

- My location is in an urban area
- My location is in a rural area

8. My business offers the following services: *(check all that apply)*

- Digital printing exclusively
- Digital and offset printing
- Offset with entry-level digital
- Large-format
- Mailing services
- Other

We will not share any of the information you provide to us without your permission.
Please return this completed application to Karen@piasd.org.

This program is exclusively for members of local affiliates of Printing Industries of America. You will be notified once you have been matched to a group by your local affiliate manager. To ensure success for the participants, we ask for a minimum one-year commitment to attend the facilitated bi-monthly meetings via conference call. There will be a nominal fee associated with your participation of \$50 per meeting, which will be administered by your assigned facilitator.