



# Wall Street Journal Quotes Successful Employee Practices at PrintingForLess.com Twice within 19 Days

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*Valuable articles share tips on hiring and health savings accounts at America's print shop, [www.printingforless.com](http://www.printingforless.com)*

PR9.NET March 29, 2007 - Livingston, MT – On February 21st, StartupJournal, the Wall Street Journal's Center for Entrepreneurs, featured a story focusing on the unique hiring practices at PrintingForLess.com (PFL). Just 19 days later, an article featuring PFL's health savings accounts appeared in The Wall Street Journal's "Your Money Matters" section.

"PFL grew 27% last year because of our emphasis on providing extraordinary customer interactions and a great place for employees to work," says Andrew Field, PFL's President and CEO. "Hopefully, other business owners will read about our effective practices in The Wall Street Journal, learn from our experiences and increase employee satisfaction and turnover rates at their own organizations."

In Dana Mattioli's article in StartupJournal, "Hiring and Cultivating Employees Who Succeed," <http://www.startupjournal.com/runbusiness/hiring/20070221-mattioli.html>, she writes about PFL's hiring system that helped to reduce turnover by about half.

At PFL, candidates go through an intense interview process which includes: a phone screening, a lengthy in-person or phone interview, extensive testing, and a background screening. This culminates with an all-day interview with PFL management.

In total, the company spends an average of 40 to 50 hours hiring just one employee. If chosen, candidates then go through a 16-week training course to learn a broad range of product, technical and sales skills needed to work at PFL.

In Colleen DeBaise's Wall Street Journal article, "Unhealthy Strategy?" ([http://users1.wsj.com/lmda/do/checkLogin?mg=evo-wsj&url=http%3A%2F%2Fonline.wsj.com%2Farticle\\_print%2F5B117329621035029867.html](http://users1.wsj.com/lmda/do/checkLogin?mg=evo-wsj&url=http%3A%2F%2Fonline.wsj.com%2Farticle_print%2F5B117329621035029867.html)), Chris Baetson, a finance director at PFL, explains how he uses his HSA retirement vehicle as a way to protect his income from taxes. After using a traditional, Blue Cross plan, PFL switched to HSAs in 2005 to provide more cost-effective employee health benefits.

Look for more news stories related to PFL's successful growth and unique, hiring and employee practices in the near future. They continue to add ten to fifteen new employees per quarter to their e-commerce-based business model.

If you are interested in applying for a position at PFL, please visit [www.printingforless.com](http://www.printingforless.com) or [www.youcanlivehere.com](http://www.youcanlivehere.com) for more information.

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## About Media Contact

Media Contact: Melanie Rembrandt, 248-540-9660 ext. 333