

August 22, 2014



Paychex Featured on Selling Power's "50 Best Companies to Sell For" List

ROCHESTER, N.Y.--(BUSINESS WIRE)-- Paychex, Inc. has been named to *Selling Power* magazine's "50 Best Companies to Sell For" list for 2014. Paychex, a leading provider of payroll, human resource, and benefits outsourcing solutions for America's small- and medium-sized businesses, came in at number 12 on the list, up from the number 14 spot last year.

Paychex senior vice president of sales Mark A. Bottini says the honor reflects the commitment Paychex has to both its 3,000-member sales force and its small business clients. "Members of any sales team feel most empowered when they have the tools to succeed," Bottini explained. "Whether it's our strong sales culture that rewards achievement and provides opportunities for success, or the industry-leading payroll and human resource solutions that combine innovative technology and dedicated personalized service that give our Paychex sales team a way to make a difference for our clients every day."

To select the top 50, the *Selling Power* research team evaluates companies in the areas of customer growth and retention; hiring, compensation, sales training, and enablement; and company recognition and reputation. The list includes companies of all sizes, with sales forces ranging from fewer than 100 to companies with sales force numbers in the thousands. *Selling Power* magazine founder and publisher Gerhard Gschwandtner says the companies on the list support sales excellence in the following ways:

- Supporting salespeople via coaching, training, and offering sales-enablement solutions
- Keeping salespeople motivated
- Creating an active selling culture

The full list can be viewed at <http://www.sellingpower.com/2014/50-best-companies-to-sell-for/>.

About Paychex

Paychex, Inc. (NASDAQ:PAYX) is a leading provider of payroll, human resource, and benefits outsourcing solutions for small- to medium-sized businesses. The company offers comprehensive payroll services, including payroll processing, payroll tax administration, and employee pay services, including direct deposit, check signing, and Readychex®. Human resource services include 401(k) plan recordkeeping, section 125 plans, a professional employer organization, time and attendance solutions, and other administrative services for business. A variety of business insurance products, including group health and workers' compensation, are made available through Paychex Insurance Agency, Inc. Paychex was founded in 1971. With headquarters in Rochester, New York, the company has more than 100 offices serving approximately 580,000 payroll clients as of May 31, 2014. For more

information about Paychex and its products, visit www.paychex.com. For career information, visit <http://www.paychex.com/careers/>.

About Selling Power

In addition to *Selling Power* magazine, the leading periodical for sales managers and sales VPs since 1981, Selling Power Inc. produces the Sales Management Digest and Daily Boost of Positivity online newsletters, as well as a five-minute video series featuring interviews with top executives. Selling Power is a regular media sponsor of the Sales 2.0 Conference.

Stay Connected with Paychex

Twitter: www.twitter.com/paychex

Facebook: www.facebook.com/paychex

LinkedIn: www.linkedin.com/company/paychex/products

Paychex, Inc.

Becky Cania, 585-387-6337

Manager of Employee and Corporate Communications

bcania@paychex.com

[@PaychexNews](#)

Source: Paychex, Inc.