

PDXbizwomen
COALITION

JANEY GREENLEES

MEMBER PROFILE



OWNER, ANCHORPOINTE GRAPHICS

Janey Greenlees opened her business, a franchise print company, in 2000. As a woman in a male-dominated industry, she faced challenges from the start. Her people-first focus didn't match the for-profit model of most of her peers. She succeeded by taking risks and following her business philosophy; take care of people, follow through on your commitments, and everything else will fall into place.

If you focus on the people, profits will follow.

"Relationships are my greatest strength as a business owner. It's a constant balance of making decisions in the best interest of the business, caring for clients and helping my team succeed."

That's what saw her through becoming a solo business owner, transitioning from franchise to independently owned, and surviving the pandemic and rebounding with a booming 2022.

Take smart risks.

Five years after opening, her business partnership was failing. There were two choices; buyout the partner or go bankrupt. Janey took the risk and decided to run the business on her own, knowing that this would create a large financial burden. In 2021, Janey risked again by leaving the security of the franchise system and becoming an independent print company. Twenty-three years after opening, AnchorPointe Graphics, in Hillsboro, Oregon is thriving. Janey credits her success to building relationships—with clients, vendors, and her team.

People make the difference.

Janey has learned the value of communication and support. Her team of 13 includes eight employees with over ten years of service. Half of AnchorPointe's clients have worked with the company for more than five years. Trust, commitment and dedication to service have made Janey an exceptional business partner and profitable business owner.

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