

NEWS RELEASE

Performance Methods, Inc. Featured in TrainingIndustry.com's "2011 Top Sales Training Companies"

Cary, NC and Atlanta, GA – March 2, 2011: Performance Methods, Inc. has again been selected for inclusion in TrainingIndustry.com's recognition of the global leaders in sales training and best practices. The *2011 Top Sales Training Companies* award is based on a rigorous selection process through which sales training providers are evaluated against TrainingIndustry.com's stringent evaluation criteria, which include:

- Breadth and innovation in service and delivery methods offered
- Industry recognition and impact on sales training industry
- Strength of clients served
- Geographic reach and participants trained
- Company size and growth potential.



"Our 2011 Top 20 list covers companies who provide a broad spectrum of products and services focused on sales training," said Ken Taylor, Chief Operating Officer, Training Industry, Inc., "From complete custom solutions to ongoing training and support, the Top 20 Sales Training Companies do it all." Adds Doug Harward, CEO of Training Industry, Inc., "These companies are the best of the best for improving your company's top line by enhancing the effectiveness of your sales organization." Steve Andersen, President and Founder of PMI commented: "With the recognition of the 2011 Top Sales Training Companies, TrainingIndustry.com provides an outstanding service to the sales best practices community. We appreciate the diligence of the TrainingIndustry.com team in making this type of research available to the market, as well as their consideration and inclusion of PMI."

About Performance Methods, Inc. Based in Atlanta, GA, PMI provides consulting and training services to assist clients in the design, development and deployment of customer engagement best practices. PMI's unique approach provides clients with customized and integrated solutions consisting of sales processes, best practices and consultative selling skills. PMI has been selected by many of the world's leading corporations as their sales best practices partner and has been widely recognized for the innovation, effectiveness and the strength of its contemporary suite of customized sales performance solutions. PMI creates worldwide client value and coverage through its global partnership with Mercuri International, the world's largest sales training and development consultancy, and is an active participant and sponsor in the Strategic Account Management Association (SAMA), the world's largest non-profit community of sales best practices. For additional information on Performance Methods, please visit www.performancemethods.com.

About TrainingIndustry.com Based in Cary, North Carolina, the Sales Training Community of TrainingIndustry.com is the most credible, timely and most trusted knowledge community focused entirely on strategies, best practices, certification, and emerging trends for Sales Training, targeted specifically to executive decision makers. TrainingIndustry.com provides a facilitated marketplace for the training industry that brings suppliers and customers together to create valued long-term partnerships. For additional information on TrainingIndustry.com, please visit www.TrainingIndustry.com.

Performance Methods, Inc.
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