



# NEWS RELEASE

## Libby Souder Joins Performance Methods, Inc.

**Atlanta, GA – June 25, 2012:** Performance Methods, Inc. announced today that Libby Souder has joined their organization as an Associate Partner. Steve Andersen, PMI's President and Founder, is enthusiastic about the value that Libby brings to PMI: "Libby brings an extensive background in strategic account management to PMI and is a great fit for our client base and our organization. Her deep experience in strategic, key and global account management positions her well to add value to PMI's client base, and even further solidifies our leadership position in account management solutions. We are delighted that she is now part of the PMI team!"

Michael Stevens, PMI's Senior Partner added this about Libby Souder: "Libby has a high energy level that is easily visible to clients and transferrable to business partnering and program development. She will be a valuable asset and significant contributor to any PMI client that she works with and to any client project she works on." Souder added, "I have admired and respected PMI over the years for their leading edge content and the value they bring to their clients. I am thrilled to be part of this world class team!"

Libby's background includes over 15 years of experience with both the Strategic Account Management Association (SAMA) and the Account Management Center (AMC), where she has worked with leading organizations across a variety of industries. Her experience includes an ongoing focus on building and growing long-term, strategic customer/supplier relationships and business partnerships.

**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 and account management best practices. For additional information on Performance Methods, please visit [www.performancemethods.com](http://www.performancemethods.com).

Performance Methods, Inc.  
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