

NEWS RELEASE

Performance Methods, Inc. Featured in TrainingIndustry.com's 2013 Top Sales Training Companies+

Cary, NC and Atlanta, GA – March 26, 2013: 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 sixth consecutive year that PMI has been presented with this prestigious award.

The *2013 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.



This year's applicants represent a competitive group of industry players, said Ken Taylor, Chief Operating Officer of TrainingIndustry.com. The selected Top 20 Sales Training Companies provide a range of innovative offerings to many notable clients, differentiating themselves by their reach and recognition within the market, Taylor added.

The 2013 Top 20 Sales Training Companies focus not only on the quality of training they provide, but also on the impact their programs have on the industry and the companies they support, said Doug Harward, Chief Executive Officer of TrainingIndustry.com.

Steve Andersen, President and Founder of PMI commented: With the recognition of the 2013 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, NC, 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.
March 2013