

NEWS RELEASE

HP Earns Gold Medal for Brandon Hall Group's "Best Sales Leadership Development Program"

Atlanta, GA – April 17, 2013: HP was awarded the prestigious Brandon Hall Gold Medal for their *Fly High* program. The Gold Medal was awarded by Brandon Hall for their "2012 Best Sales Leadership Development" category.



Steve Andersen, President and Founder of PMI commented: "We are delighted that HP's *Fly High* program earned Brandon Hall's top award for the Best Sales Leadership Development category. HP's commitment to developing sales leaders is a great example of how some companies are really 'getting it right' in today's challenging sales climate."

Now entering its 19th year, the Brandon Hall Group Excellence Awards Program is the most prestigious awards program in the industry. Often times called the "Academy Awards" by Learning, Talent and Business Executives, the program was one of the first of its kind in the learning industry, which was pioneered in 1995.

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.

Performance Methods, Inc.
April 2013