



NEWS RELEASE

Courtland Clarkson Joins Performance Methods, Inc.

London – March 15, 2015: Performance Methods, Inc. is pleased to announce that Courtland Clarkson has joined the organization as Partner. Courtland will lead PMI initiatives in the UK & Europe. He joined PMI from Magis Partners, a UK based management consultancy firm, where he was Managing Director.

Steve Andersen, PMI's President and Founder, is enthusiastic about the value that he brings to PMI: "Courtland has a unique ability to break down complex issues into manageable and actionable steps for clients, and his strong track record in sales consulting is a great fit for our clients, solutions and growth plans. We're delighted to add Courtland to the PMI team!"

Courtland added: "PMI brings to clients a powerful combination of proven methods, market leading tools, bespoke program design, and practical delivery. I'm looking forward to the opportunity to expand our reach in the UK & Europe, so we can bring the benefits of this different approach to even more companies.

Courtland's areas of expertise include sales process and strategy, sales leadership and coaching, strategic account management, organizational structure design, data analysis and reporting, account team engagement and training, and delivering change programs. He earned MA degrees at Oxford University and Nottingham University, and currently resides in the UK with his wife and two sons.

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.

Performance Methods, Inc.
March 2015