



NEWS RELEASE

Performance Methods, Inc. Featured in Training Industry's "2016 Top Sales Training Companies"

Cary, NC and Atlanta, GA – February 24, 2016: Performance Methods, Inc. has again been selected for inclusion in Training Industry's recognition of the global leaders in sales training and best practices, the ninth consecutive year that PMI has been presented with this prestigious award.

The *2016 Top Sales Training Companies* award is based on a rigorous selection process through which sales training providers are evaluated against

Training Industry's stringent evaluation criteria, which include:

- **Industry recognition and impact on the sales training industry**
- **Innovation in the sales training market**
- **Company size and growth potential**
- **Breadth of service offering**
- **Strength of clients served**
- **Geographic reach**



Steve Andersen, President and Founder of PMI commented: "With the recognition of the 2016 Top Sales Training Companies, Training Industry provides an outstanding service to the sales performance community. We appreciate the diligence of the Training Industry 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 sales and strategic account management (SAM) performance solutions. PMI's unique approach provides clients with customized and integrated solutions consisting of sales and account management processes, best practices, skills, and tools. PMI has been selected by many of the world's leading corporations as their Sales/SAM best practices partner and has been widely recognized for the innovation, effectiveness and strength of its contemporary suite of Sales/SAM performance solutions. PMI is an active speaker, author and sponsor in the Strategic Account Management Association (SAMA), the world's largest non-profit community of sales and account management best practices, and serves on SAMA's Certified Strategic Account Manager (CSAM) faculty. PMI creates worldwide client value and coverage through its global partnership with Mercuri International, the world's largest sales training and development consultancy, and has been recognized by TrainingIndustry.com as a "Top 20 Sales Training Company" each year since the award's

inception (2008 – 2016). For additional information on Performance Methods, please visit

www.performancemethods.com.

About Training Industry Based in Cary, NC, the Sales Training Community of Training Industry 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.

Training Industry provides a facilitated marketplace for the training industry that brings suppliers and customers together to create valued long-term partnerships. For additional information on Training Industry, please visit

www.TrainingIndustry.com.

Performance Methods, Inc.
February 2016