



NEWS RELEASE

Performance Methods, Inc. Featured in Training Industry's "2017 Top Sales Training Companies"

Cary, NC and Atlanta, GA – March 2, 2017: 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 tenth consecutive year that PMI has been presented with this prestigious award. The **2017 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



"The companies that earned their place on the **2017 Top 20 Sales Training Companies** list have each demonstrated significant innovation in 2017, with a specific focus on improving the learner experience," said Ken Taylor, president, Training Industry, Inc. "These companies are responding to evolving expectations when it comes to modality, mobility and better use of learning technologies to enhance the sales training experience." Added Doug Harward, Training Industry CEO: "The sales training sector has shown a significant focus on coaching and sustaining the impact of companies' investment in sales training. We continue to find emerging practices coming to market first through the sales training sector."

Steve Andersen, President and Founder of PMI commented: "With the recognition of the **2017 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. We're especially delighted to receive this recognition on its tenth anniversary, which also marks PMI's tenth such recognition!"

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 – 2017). For additional information on Performance Methods, please visit www.performancemethods.com.

About Training Industry Based in Cary, NC, Training Industry spotlights the latest news, articles, case studies and best practices within the training industry, and publishes annual Top 20 and Watch List reports covering many sectors of interest to the corporate training function. Our focus is on helping dedicated businesses and training professionals get the information, insight and tools needed to more effectively manage the business of learning. For additional information on Training Industry, please visit www.TrainingIndustry.com.

Performance Methods, Inc.
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