

NEWS RELEASE

Performance Methods Inc. Reviewed by ES Research Group: Recognized as Leader in Global Sales Training

West Tisbury, MA and Atlanta, GA – October 26, 2006: ESR has recognized PMI as a leader in the area of Global Sales Training, specifically citing PMI's leadership position in methodology customization. Additionally, PMI's successful global partnership with Mercuri International was referenced as extending PMI's reach into over 40 countries and 14 languages worldwide, as was a specific recent selection of PMI/Mercuri by an ESR client with very strong global methodology and training requirements. Steve Andersen, President and Managing Director of PMI, had this to say: "There is a vast difference in conducting a little sales training in the North American market and providing a global sales best practices solution in multiple countries, cultures and languages. Working with our partner Mercuri, we are able to offer our clients the best in customized sales best practices solutions with the strongest global deployment resources available today. PMI and Mercuri are uniquely positioned today to provide these types of solutions to Global 1000 Companies and our track record of success together proves this."

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 Mercuri International Based in Stockholm, Sweden, Mercuri is the world's largest sales training and development organization. Founded fifty years ago, Mercuri has grown to over 700 people located around the globe. Mercuri's coverage model includes over 40 countries in Europe, Asia, North and South America, the Middle East, South Africa and Australia. Mercuri serves these markets with sales training and consulting offerings in 14 languages and runs in excess of 18,000 events attended by over 330,000 participants each year. Mercuri's broad global client base includes over 15,000 organizations, many of whom have been in partnership with Mercuri for over 10 years. Mercuri International is part of Bure Equity AB. For additional information on Mercuri, please visit www.mercuri.net.

About ES Research Group. Based in West Tisbury, Massachusetts, ES Research Group, Inc. (ESR) is a sales research and advisory firm that helps companies evaluate, select, implement and measure their sales performance improvement programs and the companies that provide them. ESR offers a range of premium subscription-based or a la carte analytic and assessment reports, teleconferences and advisory services. ESR is the trusted source for Fortune 500 companies, leading investment firms and sales and training executives around the globe for advice on sales performance improvement. For additional information on ES Research Group, please visit www.ESResearch.com.

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