

# NEWS RELEASE

## Performance Methods Inc. Reviewed by ES Research Group: Recognized as 'Strongest Vendor' of Customized Sales Best Practices Solutions

**West Tisbury, MA and Atlanta, GA – June 15, 2006:** The results of Performance Methods' review by leading sales best practices industry analyst, ES Research Group (ESR) were announced today. ESR has cited PMI for strengths in the areas of Advanced Selling Skills, Opportunity Management, Account Management and Sales Management, and applauded PMI's more modern and 'contemporary' approach to the design, development and deployment of sales best practices solutions and training. The strengths of PMI's 'world-class delivery team' were noted by ESR, as well. Steve Andersen, President and Managing Director of PMI, had this to say: "We are pleased and delighted that ESR recognizes PMI's unique approach to sales best practices solutions. The services that they are providing to the crowded sales training market have been needed for some time and we encourage organizations that are in the market for sales training and best practices solutions to avail themselves of this outstanding resource."

**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](http://www.performancemethods.com).

**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](http://www.ESResearch.com).

Performance Methods, Inc.  
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