

NEWS RELEASE

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

West Tisbury, MA and Atlanta, GA – September 14, 2006: ESR has recognized PMI as a leader in the area of Tailored Sales Training Solutions, specifically citing PMI's ability to integrate client content into PMI programs, incorporate existing best practices and customize curriculum, tools and job aides to fit client needs and requirements. Steve Andersen, President and Managing Director of PMI, had this to say: "It's refreshing that ESR has recognized the importance of customized sales best practices and PMI is pleased to lead this segment of the sales training and best practices market. The '5 Questions' suggested by ESR will be particularly useful to organizations that are evaluating sales best practices solutions and need to separate the true 'customized solutions providers' from the standard or 'canned training providers' that have no methodology for customization."

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 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.

Performance Methods, Inc.
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