

NEWS RELEASE

Performance Methods, Inc. Featured in Sales & Marketing Management Magazine: “The Comeback Kids” (Honeywell Building Solutions)

Atlanta, GA – March 5, 2007: Performance Methods, Inc. has been featured in the March 2007 issue of Sales & Marketing Management Magazine. This article, entitled “The Comeback Kids: Honeywell’s Puishys and Madden,” is a turnaround story that focuses on Honeywell Building Solutions. In addition to providing insight into how Honeywell is investing in and managing their sales organization, the article details Honeywell’s evaluation of sales training providers, as well as the role that ES Research played in assisting Honeywell with their internal assessment and definition of requirements criteria. Performance Methods, Inc. has been selected by Honeywell as their sales best practices partner. Steve Andersen, PMI President and Managing Director had this to say: “We are delighted that Honeywell has elected to partner with PMI and are already seeing measurable results from our work together. The entire executive leadership team of Honeywell Building Solutions is behind this and the support at all levels of sales management is terrific for our ongoing work with the field sales organization.”

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.