

# NEWS RELEASE

## Performance Methods, Inc. Featured in *Velocity Magazine*: “Charting the Future with Your Customer”

**Chicago, IL – April 19, 2007:** Performance Methods, Inc. has been featured in the Strategic Account Management Association’s *Velocity Magazine*. The article, *Charting the Future with Your Customer: How Assurant Solutions Implemented Collaborative Account Planning*, provides insight into PMI’s work with Assurant Solutions and was co-authored by Allen Tuthill, SVP of Assurant Solutions (and SAMA Board Member) and Steve Andersen, PMI President and Managing Director. Andersen had this to say about the article: “Many people are realizing that it’s not enough any more to simply have an account plan. Today we must engage and involve the customer in the account planning process and we appreciate Assurant’s willingness to share some of their thought leadership and best practices in this area with the SAMA membership.”

**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 the Strategic Account Management Association** Based in Chicago, SAMA is a knowledge-sharing organization devoted to developing, promoting and advancing the concept of customer supplier collaboration through communities of practice. SAMA is dedicated to the professional development of the individuals and companies involved in the process of managing national, global and strategic customer relationships, and to enabling members to create greater customer value and achieve competitive advantage accordingly. Founded in 1964 and with thousands of members around the globe, SAMA attracts the strategic customer management profession’s most influential decision-makers. Over the past 44 years, the association has earned the reputation of being the SAM profession’s knowledge leader, providing members with the high quality resources, training and networking opportunities needed to succeed. For more information about SAMA, please visit [www.strategicaccounts.org](http://www.strategicaccounts.org).

Performance Methods, Inc.  
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