



# NEWS RELEASE

## Experienced Sales Executive Dave Klepinger Joins Performance Methods, Inc.

**Atlanta, GA – November 2, 2009:** Performance Methods, Inc. announced today that Dave Klepinger has rejoined their organization. Steve Andersen, PMI's President and Managing Director, is enthusiastic about Dave's return and commented: "Dave brings a strong background to PMI and we are delighted to welcome him back. His deep experience as a successful executive provides him with the ideal background to create value for PMI's clients, and his track record as a proven consultant in our business makes him a great fit for our team." Klepinger added: "After being away from Performance Methods for several years, I was pleased to see how much PMI has raised the bar in helping enterprise companies build and grow strategic account relationships. It is a pleasure to have solutions that can't be found anywhere else in the marketplace." Dave's background spans a variety of industries, and his consulting experience has been focused on helping market-leading companies implement strategic account management, opportunity planning/management, territory management, sales process, consultative selling skills and management/coaching skills programs.

**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).

Performance Methods, Inc.  
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