

NEWS RELEASE

Performance Methods, Inc. Featured in *Velocity Magazine*: “Turning the Keys” to Effective Strategic Account Planning

Chicago, IL – April 12, 2010: Performance Methods, Inc. has been featured in the Strategic Account Management Association’s *Velocity Magazine*. The article, *Turning the Keys: How Global Industry Leaders Deploy the Keys to Effective Strategic Account Planning*, recognizes companies that have reached high levels of effectiveness with their Strategic Account Management (SAM) Programs. Steve Andersen, PMI President and Managing Director and author of the article, had this to say: “The Keys to Effective Strategic Account Planning is a model of best practices that we have developed as a result of our extensive client work in the SAM area. This model, based on 10 critical areas of best-practice, establishes a SAM execution framework that is used in the article as a benchmark or reference point to demonstrate how global industry leaders have achieved SAM excellence. We appreciate the organizations and individuals who invested their time for the purpose of sharing their best practices with others. Congratulations to Adecco, Assurant Solutions, John Deere, Honeywell, Schneider Electric and Zurich Financial Services for their participation, generosity and SAM excellence.”



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 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

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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.

Performance Methods, Inc.

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