



NEWS RELEASE

Performance Methods, Inc. Named to 2019 Training Industry Top 20 Sales Training Company List

Cary, NC and Atlanta, GA – March 21, 2019: Training Industry announced today that Performance Methods, Inc. was named to the 2019 Training Industry Top 20™ list of Sales Training companies. Training Industry is the leading research and information resource for corporate learning leaders and prepares the Training Industry Top 20 and Training Industry Watch List reports on critical sectors of the training marketplace to better inform professionals about the best and most innovative providers of training services and technologies.



Selection to the 2019 Training Industry Top 20™ Sales Training Companies List was based on the following criteria:

- Thought leadership and influence on the sales training sector
- Breadth and quality of sales training topics and competencies
- Company size and growth potential
- Industry recognition and innovation
- Strength of clients and geographic reach

“The sales training market is seeing innovative approaches to enhancing the learner experience through newer technologies and interactive content,” said Ken Taylor, president of Training Industry, Inc. Danielle Draewell, market research analyst at Training Industry, Inc. added “PMI develops learning with an emphasis on customer success and selling value and has continued to develop e-learning and sustainment capabilities to support its clients’ training deployment.”

Steve Andersen, President and Founder of PMI commented: “With the recognition of the 2019 Top Sales Training Companies, Training Industry provides an outstanding service to the sales performance community. We appreciate the diligence of the Training Industry team in making this type of research available to the market, as well as their consideration and inclusion of PMI – now for the twelfth time!”

About Performance Methods, Inc.

Based in Atlanta, GA, PMI provides consulting and training services to assist clients in the design, development, and deployment of sales and strategic account management (SAM) performance solutions. PMI’s unique approach provides clients with customized and integrated solutions consisting of sales and account management processes, best practices, skills, and tools. PMI has been selected by many of the world’s leading corporations as their Sales/SAM best practices partner and has been widely recognized for

the innovation, effectiveness and strength of its contemporary suite of Sales/SAM performance solutions. PMI is an active speaker, author and sponsor in the Strategic Account Management Association (SAMA), the world's largest non-profit community of sales and account management best practices, and serves on SAMA's Certified Strategic Account Manager (CSAM) faculty. PMI creates worldwide client value and coverage through its global partnership with Mercuri International, the world's largest sales training and development consultancy, and has been recognized by TrainingIndustry.com as a "Top 20 Sales Training Company" each year since the award's inception (2008 – 2019). For additional information on Performance Methods, please visit www.performancemethods.com.

About Training Industry

Training Industry (<https://trainingindustry.com>) presents news, articles, webinars and research reports focused on supporting the corporate training leader and offers complementary referrals to training professionals seeking to source products or services at <https://trainingindustry.com/rfp>

Performance Methods, Inc.
March 2019