



NEWS RELEASE

PMI Named to 2020 Training Industry Top 20 Sales Training Company List

Cary, NC and Atlanta, GA – April 28, 2020: Training Industry announced today that Performance Methods, Inc. was named to the 2020 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 2020 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

“This year’s Top 20 Sales Training Companies are embracing learning technologies and growing and evolving their course programs to fully support and engage the modern learner,” said Ken Taylor, president of Training Industry, Inc. “Through digital offerings, simulations, coaching and assessments, these organizations are leading the sales training industry through innovative and blended approaches to ensure a comprehensive learning experience.”

Steve Andersen, President and Founder of PMI commented: “With the recognition of the 2020 Top Sales Training Companies, Training Industry, continues to provide outstanding service to the sales performance community through its insights and perspectives regarding providers and their areas of specialty. 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.”

About Performance Methods, Inc. Based in Atlanta, 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 value selling, opportunity planning, and account planning processes, best practices, skills, and tools. PMI has been selected by many of the world’s leading corporations and has been widely recognized for the innovation, effectiveness and strength of its contemporary suite of customized sales and SAM performance solutions. PMI is an active speaker, author and sponsor in the Strategic Account Management Association (SAMA), the global authority

for strategic account management best practices, and serves on SAMA's Certified Strategic Account Manager (CSAM) faculty, as well as SAMA's Board of Directors. PMI has been recognized by TrainingIndustry.com as a "Top 20 Sales Training Company" each year since the award's inception (2008 – 2020). For additional information, visit www.performancemethods.com.

About Training Industry

Training Industry (<https://trainingindustry.com>) is the most trusted source of information on the business of learning. Our authority is built on deep ties with more than 450 expert contributors who share insights and actionable information with their peers annually. Training Industry's live events, articles, magazine, webinars, podcast, research and reports generate more than 5 million industry interactions each year, while the Top 20 Training Companies Lists help business leaders find the right training partners. For a complimentary referral, visit <https://trainingindustry.com/rfp>.

Performance Methods, Inc. | April 2020