



# NEWS RELEASE

## Performance Methods, Inc. Featured in Training Industry's "2018 Top Sales Training Companies"

**Cary, NC and Atlanta, GA – March 23, 2018:** Performance Methods, Inc. has again been selected for inclusion in Training Industry's recognition of the global leaders in sales training and best practices, the eleventh consecutive year that PMI has been presented with this prestigious award. The **2018 Top Sales Training Companies** award is based on a rigorous selection process through which sales training providers are evaluated against Training Industry's stringent evaluation criteria, which include:

- 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 organizations on this year's **Top 20 Sales Training Companies List** have shown a tremendous amount of growth and innovation in the sales training industry," said Ken Taylor, president of Training Industry, Inc.

"These companies have demonstrated their commitment to the modern learner, with innovative partnerships and the use of learning technologies to support a wide range of initiatives, including virtual instruction, training reinforcement and coaching."

Steve Andersen, President and Founder of PMI commented: "With the recognition of the **2018 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 – for the eleventh 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

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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 – 2018). For additional information on Performance Methods, please visit [www.performancemethods.com](http://www.performancemethods.com).

**About Training Industry** Based in Cary, NC, Training Industry spotlights the latest news, articles, case studies and best practices within the training industry, and publishes annual Top 20 and Watch List reports covering many sectors of interest to the corporate training function. Our focus is on helping dedicated businesses and training professionals get the information, insight and tools needed to more effectively manage the business of learning. For additional information on Training Industry, please visit [www.TrainingIndustry.com](http://www.TrainingIndustry.com).

Performance Methods, Inc.  
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