

SELFMANAGEMENT

GROUP

SELECT | DEVELOP | RETAIN | TOP PERFORMERS

SMG EXPANDS INTO CHINA:

BUILDING SELF-MANAGED PERFORMANCE CULTURES AROUND THE GLOBE

Toronto, Ont. - January 2005 - The Self Management Group (SMG) is pleased to announce the introduction of its unique screening and profiling tools into China. SMG has worked with major international clients across North America, Europe and throughout the Pacific Rim for over 25 years and is now making its first venture into the People's Republic of China.

Clients partner with us to improve sales and retention in their sales forces and to train and develop managers who will build more effective, high performing sales and service cultures. We are particularly well known in the financial services sector with such well known clients as Northwestern Mutual, Sun Life, ING, New York Life, CIBC, HSBC and many more. We are also providing profiling and career development tools for high tech, pharmaceutical and other vertical markets.

Our screening tools are used to help managers focus on qualified candidates in a consistent, systematic way so that valuable time is not wasted. Our selection tools are used to evaluate qualified candidates by identifying potential and probable performance in the specific business culture.

Self Management Group's tools are normative and validated for each specific business culture. This allows us to improve selection and make strategic change to sales and business cultures to improve retention, predict performance and increase profitability. We anticipate and look forward to the challenge of bringing our proven expertise and tools to China.

ABOUT THE SELF-MANAGEMENT GROUP

The Self-Management Group helps organizations attract, screen, select, develop, and retain self-managed, top performers. 25 years of research have helped us pinpoint the factors that lead to performance. SMG services are available around the world in 23 languages. For more information about this program and Self- Management Group products and services go to www.self-management.com or call 1-800-760-9066 Ex 223 and ask for Jay Kipps

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for immediate release

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