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FOR IMMEDIATE RELEASE

**EXPLOSIVE DEMAND FOR RECRUITING EXPERTISE SPARKS ADDITION OF
NEW PRACTICE MANAGER AT INSIGHT PERFORMANCE**

Insight Recruiting Practice Growth Increased 90% Over Q1' 2011

DEDHAM, MA – June 18, 2012 – Insight Performance, Inc., a strategic human resource consulting firm to the small and mid-size market, today announced an expansion in their recruiting practice. Due to client recruiting needs increasing by 90 percent as compared to last year, the firm has hired Michele St. Laurent as recruiting practice manager and is committed to further developing this practice.

St. Laurent brings a wealth of experience and talent to support Insight's exponential growth. She has partnered with managers in a variety of industries to make better hiring decisions, resulting in increased performance, decreased costs and higher retention rates. St. Laurent will lead Insight's full life-cycle recruiting practice and work with clients to hire top talent to ensure a successful post-hire experience. St. Laurent has provided strategic direction to investment banking, consulting, pharmaceutical and biotech companies. In addition to her corporate roles, she spent considerable time in agency recruiting where she executed countless searches in accounting, finance and marketing. She holds a Bachelor of Science degree in Business Administration from Providence College.

"The tremendous surge in the need for our recruiting services serves as a great bellwether for small and mid-size businesses in New England," said Mike Ward, president of Insight Performance, Inc. "Companies are now starting to look for talent again and we help them to define their search strategy, directly source candidates, hire and assimilate talent – all for a fraction of the cost of traditional search firms. Michele is a tremendous asset both to us at Insight and to our clients. Her robust experience in the recruiting arena will lend itself nicely to our commitment to offering emerging employers a full range of capabilities in finding the right fit for their organizations."

Insight's experienced recruitment team spans all industries including technology, professional services, education, manufacturing and distribution, banking, healthcare, law and not for profit. The Insight model offers emerging employers a full range of capabilities in finding the right fit for their organization. Typical agency costs are 20 to 30 percent of annual salary, but Insight's S.T.A.R. Program (Successful Talent Acquisition Rewards) caps that cost at 15 percent, paying \$150 per hour for an experienced Insight recruiter who finds the right fit for the organization.

With the economy improving, companies continue to invest in their greatest asset – human capital. This past year, companies were seeking talent in administrative positions, marketing, human resources, accounting and finance, ranging from individual contributors to senior manager roles. Positions filled are primarily new positions that will be added to existing staff. While the past few years have been tough for many in talent management, despite compressed budgets, Insight's client organizations continue to hire and develop talent. With lost opportunity costs ranging upwards of 2 to 3 times annual salary, and

average placement costs are roughly 2.5 times annual salary, Insight clients clearly see the strategic advantage to tapping into Insight's experienced recruiting team.

About Insight Performance, Inc.

Founded in 1995, Insight Performance, Inc. is a strategic human resource consulting firm that works with small to mid-size companies to build exceptional workplaces. The firm provides proven and cost-effective HR solutions to help companies in a wide range of industries solve real-world problems and achieve their business goals. Insight has won sixteen awards for being their own exceptional workplace including one of the top five companies in "Best Place To Work in Massachusetts", national recipient for Employer of the Year, national recipient of Best Overall Company of the Year for Service Business and national finalist for Best Human Resources Organization. www.insightperformance.com