Monarch Top Gun Sales Program

Start today
1300 738 955

Education for the real world
A sales course to
build the future you want

Did you know nearly 12% of ALL job roles are sales positions? And many other jobs require the unique knowledge and skills that salespeople have in abundance! The good news is the art of selling CAN be learned. And if you choose to enrol in our course, you will have a competitive edge over other job candidates and work colleagues in almost any career. You see, success in any job role depends on your individual ability to communicate effectively and influence others. And in simple terms, that’s what we teach you. So, if you want to learn the true art of selling a product or service to a customer, an idea to your boss, or even sell yourself, then you have arrived at the right course.

Are you ready to get ahead? Welcome to the Monarch Top Gun sales program....
How long is the course, and how much will it cost?

The course duration is 21 days. After being given your username and password to the Online Learning Management System (LMS), you will have access to all the course materials and assessments. While the majority of the course is completed online, you are assigned your own expert Top Gun Sales Coach who will be in contact with you a few times each week and will be your mentor throughout your 21-day course. In terms of your actual time commitment over the course, the majority of the course is online which involves watching videos, reading material and completing small tasks, and of course speaking to your mentor. It is anticipated you will spend approximately 3 hours per week on the courses meaning it will be a 10-hour course (give or take).

Will I have a sales coach throughout the course, and who is that?

Absolutely! Every student is assigned an expert Sales Coach (we call it mentor) who has a minimum of 20 years’ successful sales experience. Your Sales mentor genuinely understands the challenges and opportunities in sales because they have lived it themselves. Your sales mentor will initially meet you via a Phone chat, Skype or Google Hangout (…whichever option works best for you). In that meeting, your sales mentor wants to get to know you, and understand what you seek to get out of the course. They will then provide tips and advice about what to focus on throughout the course, and continue to mentor you over the 21 days.

Why is Monarch working with Top Gun Business Academy to deliver this course?

Monarch collaborates ONLY with the very best subject matter experts. And when it comes to best of breed sales knowledge and skills, Top Gun deliver just that. Top Gun is run by Wayne Berry - one of Australia’s best-selling authors in Sales and a renowned Sales presenter. Wayne Berry is the real deal. Top Gun only deliver Sales training, they do nothing else. We have negotiated an exclusive offer with Top Gun to provide amazing value to our students (saving over $1,000).
Course modules / Overview

**Week 1**
- Why "Selling Skills" are so important regardless of your career path
- Why all top producers in sales have certain characteristics in common
- Why there are 10 critical areas that make all of the difference
- How to develop the 10 Critical Skills that will guarantee your success in sales
- Why traditional selling methods are now the major reason for failure in selling today
- The 10 vital characteristics all TOP GUN Sales Professionals have developed
- How to stay motivated all the time
- How self image controls our performance in sales and what we can do about it right away
- How new discoveries in NLP can cut your selling time in half
- How to eliminate stress from your selling and enjoy life more everyday
- Why 80% of your success is going to be dependent on your attitude
- How to develop the Winning Edge that will put you in the top 20% of sales people today, then the top 5%
- How to increase sales by up to 30% or more in just 90 days using the TOP GUN Winning Edge Selling System

**Week 2**
- Why taking 100% responsibility for your own success is the real key to success
- How to develop a powerful sales personality
- Why top sales achievers have high self esteem, are goal oriented, self motivated customer focused, have high integrity, and accept total responsibility for their success.
- The secrets to developing a powerful sales personality and high self esteem
- How to maintain an attitude of confident expectation no matter what happens
- Why positive actions generate positive feelings
- Discover how to develop your own “Peak Performance System” based on continual goal setting and daily action planning
- How to break down your annual income and sales goals down into easy to achieve monthly, weekly, daily and hourly goals targets and activity plans, that will make you absolutely UNSTOPPABLE
- How to use the Law of Concentration
- How to cope with adversity and temporary set backs
- How to respond creatively to disappointment
- How to stay on purpose all of the time

**Week 3**
- How to balance your life to achieve success in all areas of your life
- Discover the secrets to living a balanced life
- The 7 vital spokes to your Wheel of Life – Career, Family, Financial, Mental, Physical, Spiritual and Social
- How to apply the “Geni Principle” to goal setting
- 8 proven steps to setting goals
- How to set goals with your family
- 12 key strategies for effective time management
- How to use the 80/20 Rule of Selling to maximize your personal productivity
- How to spend more time in front of people who can buy, and less time on unproductive activities
- How to keep yourself focused and “on-track” all of the time
- How use Personal Management Systems – diaries, wall planners, CRM Systems etc to leverage yourself
- Discover a 20 point Check List to Effective Time Management
- How to leverage yourself through DELEGATION
- Why you need MORE “Unreasonable Friends” in your life
- How to use 7 proven steps to create your own better future starting today
What is studying Online like?

Many students choose to study Online courses with Monarch and the numbers only keep increasing. The cost saving is one significant reason – the course fee is generally close to half the price of a face-to-face course fee. But it’s just not only about the lower course prices. Many students tell us they want the convenience to study when, where and how best suits their lifestyle requirements. Studying at night, weekend or a few hours here or there is simply not a problem when enrolled in our Online course. And Monarch offers a continuing enrolment intake for the Online course so you can start any time. Convinced yet? We think you should be :)

Are there further sales courses I can do after this?

Yes there are - but they are offered exclusively by our partner Top Gun Business Academy. Further advanced sales mentoring and coaching is available after this course with Top Gun, and your mentor working with you on this 21 day course will be happy to explain the course options (including fees) you may wish to consider after that.
Enrol today

Commence your Monarch Top Gun Sales Program today!

To discuss the course call us on 1300 738 955

To find out more information email us on info@monarch.edu.au

To enrol, visit our website www.monarch.edu.au