

Allegiant Services: **Training**

Increasing the performance of your sales organization is critical to many organizations. Allegiant understands the most effective sales organizations combine the art of communication with the science of goal-setting and measurable improvement. Allegiant offers The Top Gun Sales Performance System™, a revolutionary approach to sales performance enhancement that will transform your sales employees or independent sales channels. By combining individual preparation, impactful instructor-led sessions, personal reinforcement and ongoing evaluations, a strong foundation is established to build on. The result: sales teams with deeper product knowledge, enhanced communication skills and a higher proficiency for closing deals.

- **Interactive online learning tools.**

Unique personal learning portals use streaming video, interactive tests, and more reinforce key ideas. Detailed administrative controls let sales leaders track individual and team progress.

- **Unforgettable live workshops**

Instructor-led classes introduce the core concepts. You can come to our home facility or we can bring it to your location. Either way your team will be actively engaged from beginning to end.

- **Persistent ongoing reinforcement**

The key to performance improvement is to constantly build on the learning. New knowledge and skills are reinforced using e-mail messages and chat-based online sales coaching to help your team to retain and strengthen their new abilities.

- **Ongoing feedback**

High tech and high touch methods are used to provide ongoing feedback and performance measurement to participants and management. This ensures the improvement and optimization sought by all professional sales organizations.

The Top Gun Sales Performance System™ is most affective for sales teams between 50 and 500 people and annual sales in excess of \$50 million.

Allegiant training can be provided on an as needed basis, or as one component of a complete and integrated loyalty management solution for your company. Allow us the opportunity to partner with you and experience how Allegiant delivers solutions that Harness the Power of Loyalty™ for your business.

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