



THE MENTOR CLUB

GETTING YOUR MIND INTO GEAR

Transform your business results

The Mentor Club will educate, equip and inspire you; hold you accountable for defining and surpassing your goals and achieving your full potential through sharing the expertise of successful mentors and masterminding with like-minded people.



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TheMentorClub.com.au



About The Mentor Club

Building a profitable business that is an authentic expression of who you are won't happen by accident. It takes preparation and design to get it right.

Over the last 4 years we have helped over 400 business owners, consultants and professional service providers. We assist people to identify their business idea or raw talent and repackage it so it becomes more valuable.

Every industry has an 'inner circle':

Their names come up in conversation... *for the right reasons*

They attract more opportunities... *the right kind*

They earn more money... *and it's not a struggle*

And they have more fun... *because they love what they do*

If you believe you should have achieved more for your time and effort, then THE MENTOR CLUB is for you.





About The Mentor Club

It's more than just a set of technical skills. The Mentor Club will equip you with the five special skill sets that will set you apart:

1 Unlock your Value and Potential

Learn how to control your thoughts and actions and make better decisions

2 Double your Productivity

Apply proven tools and techniques to get the best results with the least effort

3 Supercharge your Business and Career

Develop and implement simple strategies that increase revenue, reduce costs and position your business to ensure that you win

4 Achieve Financial Independence

Learn how to use your business to create wealth to set you free for the rest of your life

5 Lead a Balanced Life

Learn how to have it all - more money and less stress; more time for yourself and your family

On their own, these 5 skill sets are powerful. When combined with simple strategies and the knowledge on how to apply them, they become a recipe for success.

The Mentor Club creates a high performance community dedicated to one thing: RESULTS. When you re-package the value you already have around these 5 skill sets, and consistently implement them, the acceleration you will experience in your life and business will astound you.



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About The Mentor Club

Imagine the benefits of having a team of professionals dedicated to helping you achieve excellence

"It was great fun to participate in a real life planning session. So often, we attend workshops or conferences and the content is theoretical and somewhat removed from what we really do day by day. This related so closely, especially in designing our future plans and activities. Again, many thanks!"

DOROTHY COUNLY

The art of accomplishing your goals requires something more than a standard education can provide - it takes a delicate balance of knowledge, advice, guidance and insight, delivered by individuals who have excelled in their chosen field. It requires support from committed people who are dedicated to your success and are willing to hold you accountable for your decisions - people who will guide you toward achieving and surpassing your key goals. This is precisely what The Mentor Club provides.

The secret to achieving life-changing goals is to surround your self with successful people and to duplicate their actions and decisions. Following in the footsteps of those who have gone before you makes it easier for you to find the path to your own excellence. Mentors are vital - but are often the missing link.

The Mentor Club's team of expert mentors will empower you to reach the peak of personal achievement in key areas of your life - Business, Wealth Creation, Personal Development and Relationships. Not only will you discover the keys to almost unlimited success in these critical areas, you will also find that all the other areas of your life - including

health and vitality, community, and spirituality - will improve exponentially once you reach your full potential and begin living the life you choose.

The Mentor Club history and philosophy

The Mentor Club was established out of the desire to give back to the community - to enable members to share in the success and prosperity that the founders and mentors enjoy. The founders of The Mentor Club have helped major sporting organisations, corporate groups and individuals achieve peak performance through a commitment to high quality education and mentoring.

The Mentor Club Program provides the facility for higher education. We have carefully selected the leading authorities in Business, Wealth Creation and Personal Development. These handpicked experts have a proven track record of success, with practical knowledge that only real-life experience can provide.

The Mentor Club sessions are not intended to promote specific products or investments, but are designed to provide the education, support and the accountability you need to succeed. With a team of committed mentors backing you every step of the way, you will break through the glass ceiling of your past performance and achieve new levels of success.

"One of the most valuable things I'm getting out of The Mentor Club is being around like-minded people. It's helping me to stop focusing on what others think. The group is dynamic and proactive. One of the most liberating things I've learned is from the 'breaking habits and how to form new ones' session - this has had a massive impact - in fact since starting the program I've given up smoking!"

MICHAEL WALZ



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How it works

Specifically tailored 12-month program

The Mentor Club runs a 12-month program specifically tailored to push you beyond your limits and support you to achieve the things you've dreamed of.

We take a holistic approach, providing you with knowledge, support and motivation in the key areas of your life - Business Success, Wealth Creation, Personal Development and Relationships.

"Because The Mentor Club is over a 12 month period - people really get a chance to implement what they learn over enough time to see a real change. It's the regularity and consistency that keeps me on track to achieve my goals!"

GLEN LANGLEY

The Mentor Club Program uses 5 Pillars

1. Mastermind Sessions

Being a member of The Mentor Club enables you to make better decisions based on the collective experience of all the other members. For example, with the contribution of 20 members - each having an average of 15 years business experience - you have access to over 300 years of wisdom and experience. This helps you grow your business, make better decisions and achieve your goals quickly rather than relying on the very expensive option of your own trial and error approach.

2. Lessons

To equip you with the 5 skill sets, we have developed 8 focused self-paced lessons, together with practical exercises, that help you apply these skills in your day-to-day life.

3. Webinars

Regular webinars provide the opportunity to ask questions, reinforce understanding and learn new things in the comfort of your home or office.

4. The 'Top Gear' partner program

Being accountable to another person for your results can make all the difference to the level of your success - especially when things get difficult and it becomes tempting to cut back on your goal or give up altogether. And sometimes, it's nice to have the support and understanding of someone who's going through the same things you are. Buddies agree on a contact plan and work together to ensure that they are accountable to each other for achieving their goals.

5. Face-to-Face Coaching

You'll take part in face-to-face coaching sessions with expert mentors, carefully selected for their excellence in their chosen field and their commitment to inspire you to excel.

You will learn proven strategies covering a range of disciplines and the advanced learning techniques that will allow you to implement them easily and effectively. Most importantly, you'll discover how to achieve goals, how to maximise results and how to create the alignment in your mind, body and soul that is necessary to reach your full potential.

"The Top Gear Partner Program is working really well for me, the association of people is wonderful and the buddy's have been brilliant, we have connected really well, for me so far the program wouldn't be as valuable without the Top Gear Partner Program."

LANCE NURICK



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CEO & Senior Mentor – Ronnie Kagan

Your team of expert mentors is comprised of individuals who have excelled in their respective areas. The team is led by business expert, Ronnie Kagan, whose ongoing guidance and unparalleled integrity results in you receiving the highest quality mentoring available.

Chief Mentor – Ronnie Kagan

Internationally recognised in the business world, Ronnie Kagan is a renowned businessman, keynote speaker, mentor and coach who has spent the last three decades finding out exactly what does - and doesn't - work in business and life.

His experience and expertise has helped countless individuals achieve their personal success through participation in his coaching and mentoring programs to provide a new, holistic mentoring experience.

Over the past three decades he has built a robust foundation in all areas of business that has become the platform upon which he created and maintains his international success.

His diversity has allowed him to understand and excel in businesses across a range of industries, from finance, franchising, direct sales, foreign languages businesses and memorial parks.



His accomplishments include being the co-founder of a property development company with an annual turnover in excess of \$1 billion per annum, and building one of the fastest-growing direct sales companies in the country - clearly this is a man who walks his talk.

Ronnie has shared his business acumen with business owners all over the world, teaching them how to succeed in a climate that is increasingly demanding, where everyone is under pressure to 'do more for less'.

Ronnie's practical solutions and innovative systems dramatically increase employee retention and engagement by producing a sustainable win/win culture, centered on the concept of making people accountable for their own engagement and individual success.

"Monday was one of my most memorable nights ever. Ronnie Kagan's story was so inspiring, his overcoming of the struggle was amazing and taught me a lot about myself."

DAVID IVACHER

"Ronnie's information is gold. His energy, passion for people - and proven track record in business makes everything he shares relevant to business, and life in general. Accessibility is great, unlike other speakers or mentors who tend to distance themselves from their clients once they have been paid their money. Great program!"

PAUL WILLIAMS



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Senior Mentor – Ivan Nurick

Senior Mentor - Ivan Nurick

Ivan is an international businessman, consultant, educator and executive coach with over forty years experience across more than fifty industries.

Whether he is teaching, facilitating or presenting to small or large audiences, Ivan is acknowledged as being dynamic, challenging and accomplished in his fields of expertise, having touched, moved and inspired thousands of people over the years in South Africa, Australia, Canada and the UK.

Ivan's leading edge consulting methodologies assist executives to adopt alternative perspectives that produce impressive demonstrable results, often leading to fundamental personal and business breakthroughs.



Ivan grew up and was educated in South Africa. He has a Bachelor of Commerce, Master of Business Administration (with distinction), study based qualifications with the Chartered Institute of Management Accountants, the Institute of Chartered Secretaries and Administrators and the Institute of Marketing Management.

He is also an Accredited practitioner of the Myers-Briggs Type Indicator®.

"I have had exposure to training before and can categorically say this is the best program I have ever had the privilege to be included in.

For the past five years I have read everything I could in terms of management and leadership. To be involved in strategy formulation, setting a vision, purpose and values at this level has to be the highlight of my career to date. Although I knew where we were heading it was wonderful to see the process unfold so positively and effectively".

Your energy, passion and commitment is exemplary along with your knowledge of the theory under-pinning the workshop content. You have a real talent for imparting knowledge and facilitation - one that challenges us in much the same way our Mentor Club participants do. Thank you for making it such a safe and rich environment in which to learn."

CAROLYN LANDMAN

"Because of The Mentor Club, I've learned to make emotionally intelligent decisions and I'm sticking to keeping things simple and logical. The Law of Zero Based Thinking has really helped me with that"

STEPHEN KERR

"I believe the world needs to work together a lot more and help each other through sharing ideas and concepts so we can leverage off each others own unique abilities to create more in our lives, the way The Mentor Club operates certainly fosters these principles. I've made some great connections and certainly plan on implementing some new systems for my business."

IOHO DE BEER



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Why you need The Mentor Club

What The Mentor Club can do for you...

Being the best you can be in life and achieving all of the goals you dream of (and some that you haven't even thought of yet) takes more than just the desire to make it happen.

Accessing all of the resources you need to succeed on your own can be tough, but having a mentor makes all of those challenges easier to face and overcome.

If you're wondering if mentoring is for you, ask yourself these questions:

Would you like to have people in your life educating, motivating and inspiring you as you climb to the peak of your personal abilities?

- Would you benefit from being able to meet with these people on a regular basis?
- Would you like a supportive team willing to hold you accountable for taking the right actions to promote your growth and success?
- Is surrounding yourself with people who will take you out of your comfort zone and propel you to success important to you?
- Do you want to have people to look up to and aspire to rather than being at the top of your circle of influence?

- Would you like to not only achieve, but exceed your expectations in your business and financial life?
- If you are ready to take control of your life and design the future you want to have?

If you answered 'yes' to any these questions, then The Mentor Club is for you!

"Involving myself in a proactive group like this has helped me to see where I want to go rather than looking back to where I've been. The program got me very excited. It's a massive thing for me to know that I've got someone there to turn to when I need help. It's worth the membership investment in itself!"

GEOFF WILSON

Years of experience has shown that lack of education is rarely the cause of a lack of achievement - lack of focus and encouragement are likely the culprits preventing you from reaching your full potential. Your team of mentors will provide you with the tools and resources you need for long term success.

"Ronnie's '21 Business Secrets' were golden, I plan on taking a couple of those each month and working on them in my business."

KYM HEFFERNAN



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Marketing your business

The biggest challenge for many businesses, whether large or small - is often knowing how to use marketing to generate more customers, sales and profits. Most businesses have limited understanding of how many customers they have, let alone how often they buy, how much they spend or what motivates them to buy in the first place. And the businesses that do have this information rarely know how to use it.

The sad fact is that most business people base their strategy for increasing revenue on what they read in a book, on what other business people tell them to do, or worse still, on what well-meaning, but ill-advised, family and friends tell them. They plunge ahead with unproven strategies that are never going to work long-term, but the answer is right in front of them - the key to dramatically increasing profits is analysing customer behaviour.

It sounds great in theory, right? And it is - it's simple and effective, but the problem is that most business people don't know where to begin or what to look for. And that's why you have to go back to the basics of business maths, where one and one can equal eleven if you now how to make it happen - and it's all about getting to know what motivates your market so you can



understand your customers and give them more of what they want so they'll buy more often and spend more when they do, generating more sales and more profits for your business.

"Learning from Ronnie's and Ivan's vast amount of business experience has helped me achieve results greater than I thought possible. I've implemented strategies that are already having a positive affect in my business!"

MYLES CRAYE

Understanding yourself and others

This session takes the skills you gained in networking and developing relationships session (see page 10) and takes them to the next level, transforming you into a master communicator. This is the 'what' and 'how' of effective communication - identifying the 'filters' that people receive their information through, and how these filters alter the way your messages are received. Even if you're speaking someone's language there's still room for confusion, unless you understand exactly how their perceptions can colour their understanding of the conversation. Excellent communicators and powerful business leaders all understand the importance of this skill and the key role it has in creating your future.

"We joined the program to learn new ways to grow and add value to our business and staff... the program has delivered! We are equipped with new ways to improve our business, that we never thought of - we are so grateful for the skills... this should be taught in every business course in the country!"

AMY PROWSE

"I've made great inroads with my goals... I want to add three properties to my current portfolio and now I have cracked how I'm going to achieve that!"

TIM MURPHY



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Effective time management - how to increase your income and productivity while decreasing your effort and time commitment

The majority of people find it hard to accept that it is possible to increase your income and productivity while actually decreasing the amount of time you spend working. The reason for this is simple - most people are still trapped in the belief that the only way to increase income is by increasing the number of hours they work or increasing the amount of work that they do or both.

In an age of relentless demand with technology that enables most people to take their work with them everywhere, most people actually feel guilty if they are not 'on' all the time and are working themselves to the point of exhaustion. But all that this way of thinking creates is an environment of physical, emotional and spiritual burnout. Surely there must be a better way?

There is! And Effective Time Management will show you how to master the strategy that will improve your performance, your productivity, your output and your financial remuneration.

This strategy will show you how to get twice as much done in the same amount of time, allowing you to increase - and eventually double - your time off without any corresponding loss of productivity. This simple strategy will permanently change your approach to work and life, allowing you to literally get more out of every hour of your day.

"To have something I can focus on outside of work is a huge thing for me and just what I need. I'm loving the association with the people that are part of The Mentor Club."

GEORGE MANNOUSSAKIS

Networking and developing relationships

The most important skills you can have are the ability to network and develop sustainable relationships and the key to both of these skills is effective communication. Effective communication is about more than just talking and listening - it's about developing the skills to talk to people in a language that they understand and being able to actually hear what other people are saying to you. You've probably noticed in your conversations over the years that some people are more 'big picture' types who get frustrated

"I really enjoyed the program format and how it enhances masterminding and networking with other members. I connected really well with others in the room and can see some real fires being stoked by allowing people to do business together."

MARIA YUN

when you try to pin them down for the fine details, and there are other people who revel in detail, but can't see the forest for the trees, as the saying goes. These are just two of the 'languages' that people speak and unless you have the skills to be able to identify someone's language and converse with them in it, chances are your conversations aren't anywhere near as effective as you need them to be.

This session will provide you with the skills you need to identify a person's language quickly and easily by actively hearing them during the rapport phase of your conversation, rather than just listening to them talk while you wait for your turn to speak. Once you understand the concepts behind speaking someone's language you'll be stunned at just how much more effective your conversations will become, as you are able to get your message across to more of the people, more of the time. These are the secrets of master communicators, and at the end of this session, you'll have all of them at your fingertips.

"The 'stand out' for me is the quality of like minded people to network and mastermind with and the opportunities that come from that!"

HAYSSAM BEJANI

Selling yourself or your business

Did you know that your exit strategy is actually the most valuable part of your business? In business, the real money is made by knowing when to sell, and how to get the best possible price. And if you're not in business to make money, are you actually in business at all? What most business people don't understand is that the best time to set up your exit strategy is before you actually start your business. With the right knowledge you can establish your business with the end in sight right from the beginning, ensuring that you'll realise eight to ten times your net profit upon its sale.

These are the strategies of the top business people in the world - this is what the ultra wealthy don't want the average person to know about making money in business.



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What our members have to say about The Mentor Club

"One of the most valuable things I took away was breaking goals into more achievable steps, to have small wins along the way to a big achievement."

TAMARA LIMBRICK

"I had a great time! Ronnie's delivery is great and I felt I connected with him very well. I'm pumped!"

PAUL GOUGH

"The first session reminded me that I need to visualise before focusing on results. I've got to go back to my daily affirmations and restart my Dream Board."

ANDREW CLACY

"I liked the fact that the mentors encouraged us to consider and re-look at both our strengths and weaknesses and not be so self-critical all the time."

GEORGE VARDIS

"I've made great inroads with my goals... I want to add three properties to my current portfolio and now I have cracked how I'm going to achieve that!"

TIM MURPHY

"The benefits I have achieved through the program has had a positive impact, not only on my business - but on my personal life. The peer support system has been invaluable."

DIKRAN TONJIAN

"I've taken on board the importance of keeping a journal and making notes on what I do well and what I need to improve each day. It's really helped me become more aware of the small steps to improvement. I'm also using the same book to write affirmations and what I want to attract into my life."

VICTORIA MORISH

"Excellent session! I can see many areas I will personally gain from. When we drilled down I uncovered areas I thought I had under control... boy was I wrong!"

MYLES CRAYE

"I've met some great people from the program and buddying with some very interesting individuals that I'm getting some excellent opportunities from. Very motivating, very inspiring, more please!"

DANIEL BENNETT

"Ronnie's info was very useful and to hear him share with us his 'real world' detailed examples and show us HOW he does it - gives us a good framework to implement exactly how to be excellent, its better than just sharing an idea."

KRISTIAN MORRIS

"The accountability that the program offers is really helping me stick to what I said I would do."

BRETT McANDY

"The structure and the positive outlook of the course is refreshing, its given me great information and inspiration - I'm going to get a lot out of this program, I'm already seeing and feeling it."

KEN MCBRYDE

"I am a bit of a daydreamer and tend to drift a lot in formats like that but my attention was there from start to finish, LOVED IT!"

MARIE RAMOS

"The sessions are fantastic - I re-affirmed my personal goals and I'm looking forward to using the technique's I've learned to achieve them."

MONIQUE ESPLIN

"The extra accountability is definitely helping me, even scheduling the call this morning made me get organised to review my efforts/goals, I did what I needed to do for me. It gives me a good kick along."

LORAN ABLE

"I'm getting more things done, I've learned to structure my day. I'm networking better and getting involved a lot more with everything I'm doing. I enjoy the pearls of wisdom from Ronnie - any topic he talks on is full of great information."

WLADEK COSTABIR



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