

HARCOURTS ACADEMY VICTORIA TRAINING CALENDAR 2016

(v15June 16 VIC

	January	February	March	April	May	June	July	August	September	October	November	December	Key
Monday		1						1					Harcourts + You Day
Tuesday		2 PMP	1 GSTHW					2 PM Programme			1		
Wednesday		3 PMP	2 GSTHW			1		3 Listing Training			2		
Thursday		4 Mail Chimp Leadership	3 GSTHW			2		4	1 ADV H1 OA		3	1 Kick Start	Sales Programme – Getting Started THW
Friday	1	5	4 GSTHW	1		3 Tony Morrison	1 Future Leaders	5	2		4 iPhone / iPad	2 Leadership	
Saturday	2	6	5	2		4	2	6	3	1	5	3	
Sunday	3	7	6	3	1	5	3	7	4	2	6	4	
Monday	4	8	7	4	2	6	4	8	5	3	7 PM Programme	5	Law and Documents
Tuesday	5	9 ADV H1 SC PM Workshop/BDM	8 iPad / iPhone Training	5	3 PM Programme	7	5 Listing Training	9	6 WPM	4 PM Workshop	8 PM Programme	6 BDM Club	
Wednesday	6	10 H1 Intro	9	6 H&Y Day	4 WPM	8	6 Auction Training	10	7 Sales Workshop	5	9	7 H1 Intro	Sales Programme – Succeeding THW
Thursday	7	11	10 Sales Training	7 Sales Training	5 PM Programme	9	7 OA Programme	11	8 H & Y Day	6 OA Programme	10	8	
Friday	8	12	11	8 Leadership	6	10	8	12	9	7	11	9	
Saturday	9	13	12	9	7	11	9	13	10	8	12	10	
Sunday	10	14	13	10	8	12	10	14	11	9	13	11	Sales Workshop
Monday	11 H1 Intro	15	14	11	9 Agents of Change	13	11 H1 Intro	15	12	10 STHW	14 H1 Intro	12	
Tuesday	12 Agents Rep	16 MailChimp	15 Mailchimp	12 Agents Rep	10 Agents of Change	14 ADV H1 OA	12	16 Agents Rep	13	11 Agents of Change	15 Agents Rep	13 Agents Rep	Leadership Programme
Wednesday	13 Agents Rep	17 H&Y Day	16	13 Agents Rep	11 ADV H1 SC	15	13 Gregg T	17 Agents Rep	14 H1 Intro	12 Agents of Change	16 Agents Rep	14 Agents Rep	
Thursday	14 Agents Rep	18	17 H1 Intro	14 Agents Rep	12	16 BDM Club	14 PM Workshop	18 Agents Rep	15	13 Mike Green	17 Agents Rep	15 Agents Rep	
Friday	15	19	18	15	13 Future Leaders	17	15	19	16	14 Women in Business	18 H&Y Day	16	Technology Training
Saturday	16	20	19	16	14	18	16	20	17	15	19	17	
Sunday	17	21	20	17	15	19	17	21	18	16	20	18	
Monday	18 Brand Launch	22	21 Future Leaders	18 H1 Intro	16	20	18	22	19	17 H1 Intro BDM	21	19	Property Management Programme
Tuesday	19	23 Agents Rep	22 PM Workshop	19 BDM Club PM Workshop	17	21	19 Agents Rep	23 GSTHW	20 Agents Rep	18 Agents Rep	22 ADV H1 SC	20	
Wednesday	20	24 Agents Rep	23 ADV H1 OA / Email Marketing	20	18	22	20 Agents Rep	24 GSTHW	21 Agents Rep	19 Agents Rep	23 Sales Workshop	21	Property Management Workshop
Thursday	21	25 Agents Rep WPM	24	21	19	23 H1 Intro	21 Agents Rep	25 GSTHW	22 Agents Rep	20 Agents Rep	24	22	
Friday	22	26 Sales Training	25	22	20	24 Women in Business/Irene Green	22	26 GSTHW	23 Lee Perry	21 Leadership	25	23	Auction Training
Saturday	23	27	26	23	21	25	23	27	24	22	26	24	
Sunday	24	28	27	24	22	26	24	28	25	23	27	25	Office Administration Programme
Monday	25	29	28	25	23 H1 Intro	27	25	29 iPad/iphone	26	24 GSTHW	28	26	
Tuesday	26		29	26	24 Agents Rep	28	26 PM Programme	30 BDM Club PM Workshop	27	25 GSTHW	29	27	Recruitment
Wednesday	27		30 STHW	27	25 Agents Rep	29 Agents of Change	27	31 H1 Intro	28	26 GSTHW	30	28	
Thursday	28		31 STHW	28 Mailchimp	26 Agents Rep	30 Agents of Change	28		29 Future Leaders	27 GSTHW		29	Future Leaders
Friday	29			29	27		29		30	28		30	
Saturday	30			30	28		30			29		31	Shared Knowledge
Sunday	31				29		31			30			
Monday					30					31			Expert Panel
Tuesday					31 PM Workshop								