

HARCOURTS ACADEMY VICTORIA TRAINING CALENDAR 2016

	January	February	March	April	May	June	July	August	September	October	November	December	Key
Monday		1						1					Harcourts + You Day
Tuesday		2 PMP	1					2 PM Programme			1		
Wednesday		3 Mailchimp	2 STHW			1 Sales Training		3			2		
Thursday		4 PMP Sales Training	3 STHW			2		4 Sales Training	1 ADV H1 OA		3 Women's Breakfast	1	Sales Programme – Getting Started THW
Friday	1	5	4	1		3 Tony Morrison	1	5 Leadership	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	Law and Documents
Monday	4	8	7	4	2	6 GSTHW	4	8	5	3	7 GSTHW	5	
Tuesday	5	9 ADV H1 SC/iPad PM Workshop/BDM	8 GSTHW	5	3 PM Programme	7 GSTHW	5	9	6 WPM	4 PM Workshop	8 GSTHW	6 BDM Club	
Wednesday	6	10	9 GSTHW	6 H&Y Day	4 WPM	8 GSTHW	6 Sales Workshop	10 Gilbert Enoke	7 Sales Workshop	5	9 GSTHW	7 H1 Intro	Sales Programme – Succeeding THW
Thursday	7	11 H1 Intro	10 GSTHW	7 Sales Training	5 PM Programme	9 GSTHW	7	11	8 H & Y Day	6	10 GSTHW	8	
Friday	8	12 Leadership	11 GSTHW	8 Leadership	6	10	8	12	9	7	11	9	
Saturday	9	13	12	9	7	11	9	13	10	8	12	10	Sales Workshop
Sunday	10	14	13	10	8	12	10	14	11	9	13	11	
Monday	11	15	14	11	9	13	11 H1 Intro	15	12	10 STHW	14 H1 Intro	12	
Tuesday	12 Agents Rep	16	15 Mailchimp	12 Agents Rep	10 Future Leaders	14 ADV H1 OA	12	16 Agents Rep	13	11 STHW	15 Agents Rep	13 Agents Rep	Leadership Programme
Wednesday	13 Agents Rep	17 H&Y Day	16 Sales Workshop	13 Agents Rep	11 ADV H1 SC	15 H&Y Day	13 Gregg T	17 Agents Rep	14 H1 Intro	12	16 Agents Rep	14 Agents Rep	
Thursday	14 Agents Rep	18 WPM	17 H1 Intro	14 Agents Rep	12 OA Programme	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	17 Leadership	15	19	16	14	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 GSTHW	19	17 H1 Intro BDM	21	19	Property Management Programme
Tuesday	19 GSTHW	23 Agents Rep	22 PM Workshop	19 BDM Club PM Workshop	17	21	19	23 GSTHW	20 Agents Rep	18 Agents Rep	22 ADV H1 SC	20	
Wednesday	20 GSTHW	24 Agents Rep	23 ADV H1 OA / Email Marketing	20 STHW	18	22 Women in Business/Irene Green	20 STHW	24 GSTHW	21 Agents Rep	19 Agents Rep	23 Sales Workshop	21	Property Management Workshop
Thursday	21 GSTHW	25 Agents Rep	24	21 STHW	19	23 H1 Intro	21 STHW	25 GSTHW	22 Agents Rep	20 Agents Rep	24 Kick Start PM	22	
Friday	22 GSTHW	26	25	22	20	24	22	26	23 Women in Business	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 PM Programme	28	26	
Tuesday	26		29	26	24 Agents Rep	28 Agents Rep	26 PM Programme	30 BDM Club PM Workshop	27	25 PM Programme	29	27	Recruitment
Wednesday	27 STHW		30	27	25 Agents Rep	29 Agents Rep	27 Future Leaders	31 H1 Intro	28	26 OA Programme	30	28	
Thursday	28 STHW		31	28 Mailchimp	26 Agents Rep	30 Agents Rep	28		29 Future Leaders	27		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								