

# HARCOURTS QUEENSLAND TRAINING AND EVENTS CALENDAR 2016

23 May 2016

	January	February	March	April	May	June	July	August	September	October	November	December	Key
Monday	New Year's Day	1 GSTHW						1 GSTHW					Harcourts + You Day
Tuesday		2	1 Harcourts & You					2			1		
Wednesday		3	2 STHW			1		3			2		
Thursday		4	3 STHW			2 ADV PM		4	1 Law and Docs		3 Sales W/Shop	1 GSTHW	Sales Programme – Getting Started THW
Friday	1	5 Technology	4	1		3	1	5	2 Walk a Mile		4	2 Technology	
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 Recruitment	7	4	2 Labour Day	6 Technology	4	8	5 GSTHW	3	7	5	
Tuesday	5	9 PM	8	5	3 GSTHW	7 Harcourts & U		9	6	4	8 PM	6 ADV PM	
Wednesday	6	10	9 S/c W/Shop	6	4	8 STHW	6 Recruitment	10 Show Holiday	7	5	9 PM	7	Sales Programme – Succeeding THW
Thursday	7	11KickStart/Qlies	10 ADV PM	7	5	9	7 BDM Club	11	8	6 BDM Club	10 Quarterlies	8 OA	
Friday	8	12	11 Law and Docs	8 Technology	6	10 Law and Docs	8	12 Technology	9 Technology	7	11 Technology	9 B O Xmas Lunch	
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 GSTHW	11	9 Technology	13 Queens B'Day	11	15 S/C Bus. Plan.	12	10	14	12	
Tuesday	12	16 S/C W'Shop	15	12 OA	10 PM	14 GSTHW	12	16 PMP	13	11 OA	15	13	Leadership Programme
						14 PMP							
Wednesday	13	17 Recruitment	16	13	11	15 PMP	13 Recruitment	17 PMP	14	12 Leadership	16	14	
Thursday	14	18 Auction Train.	17	14 Sales W/Shop	12 Sales W'Shop	16	14 Bus Owners	18 Sales W'Shop	15	13	17 S/C Bus. Plan.	15 Sales W'Shop	Technology Training
Friday	15	19 OA	18 Technology	15	13	17	15 Retreat	19	16	14 Law and Docs	18	16	
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	Property Management Programme
Monday	18	22	21	18	16 Conference	20	18	22	19	17 GSTHW PM HOD	21	19	
Tuesday	19 Harcourts & U	23PM HOD	22	19 Harcourts & U	17	21 OA	19 Harcourts & U	23	20 Harcourts & U	18	22 Harcourts & U	20	
Wednesday	20 STHW	24 Leadership X 2	23	20 STHW	18	22 Sales W/Shop	20 STHW	24	21 STHW	19	23 STHW	21	Property Management Workshop
Thursday	21	25 Sales Bus Plan	24	21	19	23 TOP TEN EVENT	21	25 Shared Knowl Quarterlies	22	20	24	22	
Friday	22	26 Technology	25 Good Friday	22 BDM club	20	24 Technology	22 Recruitment	26	23	21 Technology	25 Law and Docs	23	
Saturday	23	27	26	23	21	25	23	27	24	22	26	24	Auction Training
Sunday	24	28	27	24	22	26	24	28	25	23	27	25 Christmas Day	
Monday	25	29 Recruitment	28 Easter Monday	25 Anzac Day	23	27	25	29 Leadership	26	24	28 GSTHW	26 Boxing Day	
Tuesday	26 Australia Day		29	26	24	28	26	30 OA	27 ADV PM	25	29	27	Recruitment
Wednesday	27		30	27	25	29	27 Leadership	31 Auction Train.	28	26 Harcourts & U	30	28	
Thursday	28 BDM Club		31	28 Leadership	26 Auction Train.	30	28 Sales W/Shop		29 Sales W/Shop	27 STHW		29	
Friday	29 Law and Docs			29 Law and Docs	27		29 Law and Docs		30 Technology	28		30	Future Leaders
Saturday	30			30 Annual Awards	28		30			29		31	
Sunday	31				29		31			30			
Monday					30					31			Expert Panel