HARCOURTS ACADEMY VICTORIA **TRAINING CALENDAR 2016**

v02 May 16 VIC

	January	February	March	April	May	June	July	August	September	October	November	December
Monday		1						1				
Tuesday		2 PMP	1 GSTHW					2 PM Programme			1	
Wednesday		3 PMP	2 GSTHW			1 Sales Training		3			2	
Thursday		4 Mail Chimp Leadership	3 GSTHW			2		4 Sales Training	1 ADV H1 OA		3	1
Friday	1	5	4 GSTHW	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
Monday	4	8	7	4	2	6 GSTHW	4	8	5	3	7 GSTHW	5
Tuesday	5	9 ADV H1 SC PM Workshop/BDM	8 iPad / iPhone Training	5	3 PM Programme	7 GSTHW	5	9	6 WPM	4 PM Workshop	8 GSTHW	6 BDM Club
Wednesday	6	10 H1 Intro	9	6 H&Y Day	4 WPM	8 GSTHW	6 Sales Workshop	10	7 Sales Workshop	5	9 GSTHW	7 H1 Intro
Thursday	7	11	10 Sales Training	7 Sales Training	5 PM Programme	9 GSTHW	7 OA Programme	11	8 H & Y Day	6	10 GSTHW	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
Monday	11 H1 Intro	15	14	11	9 Agents of Change	13	11 H1 Intro	15	12	10 Agents of Change	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
Wednesday	13 Agents Rep	17 H&Y Day	16	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	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 Leadership	15	19	16	14	18 H&Y Day	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
Monday	18 Brand Launch	22	21 Future Leaders	18 H1 Intro	16	20	18	22 GSTHW	19	17 H1 Intro BDM	21	19
Tuesday	19	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	24 Agents Rep	23 ADV H1 OA / Email Marketing	20	18	22	20 Agents of Change	24 GSTHW	21 Agents Rep	19 Agents Rep	23 Sales Workshop	21
Thursday	21	25 Agents Rep WPM	24	21	19	23 H1 Intro	21 Agents of Change	25 GSTHW	22 Agents Rep	20 Agents Rep	24 Kick Start PM	22
Friday	22	26 Sales Training	25	22	20	24 Women in Business/Irene Green	22	26	23 Women in Business	21 Leadership	25	23
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
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 Women's Breakfast	25 PM Programme	29	27
Wednesday	27		30 STHW	27	25 Agents Rep	29 Agents Rep	27 Future Leaders	31 H1 Intro	28	26 OA Programme	30	28
Thursday	28		31 STHW	28 Mailchimp	26 Agents Rep	30 Agents Rep	28		29 Future Leaders	27		29
Friday	29			29	27		29		30	28		30
Saturday	30			30	28		30			29		31
Sunday	31				29		31			30		
Monday					30					31		
Tuesday					31 PM Workshop							

Key
Harcourts + You Day
Sales Programme – Getting Started THW
Law and Documents
Sales Programme – Succeeding THW
Sales Workshop
Leadership Programme
Technology Training
Property Management Programme
Property Management Workshop
Auction Training
Office Administration Programme
Recruitment
Future Leaders
Shared Knowledge
Expert Panel