HARCOURTS ACADEMY (South Australia) TRAINING CALENDAR 2016 ... Subject to change - contact State Office to confirm.

July January February March April May June August September October November December Key 1 SW 1 H & U Monday 2 PMP 2 STHW Tuesday 1 H & U 3 PMP 2 GSTHW 3 STHW 2 GSTHW Wednesday 4 3 GSTHW 2 Tech 4 1 GSTHW 3 GSTHW 1 PMW Thursday 1 SW 3 Sales Programme – Getting Started THW 1 Public Holiday 5 4 GSTHW 1 GSTHW 4 GSTHW Friday 1 3 Saturday 1 5 3 4 2 Sunday Law and Documents 8 7 SW 4 FL 2 6 FL 4 SW 8 FL PMP 5 EP 3 Public Holiday 7 FL 5 Monday (L & D) 7 6 L & D 6 R 9 Auc 8 Tech PMW 5 Auc 3 Tech 4 Sales 9 PMP 4 GSTHW 8 SW Tech PMW Tuesday 10 Auc 6 Auc 8 EP 6 Tech 10 PMP 7 L & D 5 GSTHW 9 Tech 9 Auc Heats Wednesday Sales Programme -Succeeding 5 9 SW PMW 8 Tech Tech 8 SW 11 L & D 10 OA 7 L & D 11 EP 6 GSTHW 10 SW Thursday THW 12 L & D 11 OA 8 L & D 6 LP 10 8 12 9 7 GSTHW 11 LP Friday 12 7 11 13 10 12 10 13 Saturday 10 14 13 10 12 10 14 11 13 11 Sales Workshop Sunday (SW) 11 15 SW 14 Public Holiday 11 PMP 9 PMW 13 Public Holiday 11 15 L & D 12 PMP 10 OA 14 12 Monday 12 R 16 L & D 12 L & D 16 Tech 15 12 PMP 10 GSTHW 14 Tech 4 OA 13 PMP 11 OA 15 Auc 13 EP Tuesday 14 13 L & D 17 SW Tech 13 Tech 11 GSTHW 15 L & D 13 17 14 PMP 12 L & D 16 Auc Leadership Programme Wednesday PMW 14 Tech Intro 18 17 SK 14 Auc Comp 12 GSTHW 16 L & D 14 Tech RP Data 18 15 13 L & D 17 SW PMW 15 Thursday 15 19 Tech RPData 18 Auc Heats 15 Auc Comp 13 GSTHW 15 19 16 14 18 16 Friday 16 20 16 14 18 16 20 17 15 19 17 **Technology Training** Saturday (Tech) 17 17 15 19 20 21 20 17 21 18 16 Sunday 18 22 H & U 21 LP 18 16 20 PMP 18 Auction 22 19 Tech RP Data 17 SW 21 PMP 19 Monday **Property Management** 17 21 PMP 20 23 STHW 22 19 Auction 23 20 PMW 22 PMP PMW 19 PMW 18 Auc (PMP) Tuesday **GSTHW** 20 Tech Tech 21 20 GSTHW 24 STHW 23 Auc Heats 20 18 22 24 21 Auc 19 Auc 23 PMP Wednesday **Property Management** Workshop (PMW) 21 GSTHW 25 Tech 4 Sales 24 21 19 23 21 SK 25 Tech 22 Auc 20 SK 24 Tech RP Data 22 Thursday 24 22 GSTHW 25 Public Holiday 22 20 22 SW 26 LP 23 21 25 23 Friday **Auction Training** (Auc) 27 23 21 25 26 23 27 24 22 26 24 23 Saturday 24 28 27 24 22 26 24 28 25 23 27 25 Sunday Office Administration Programme (OA) 29 28 Public Holiday 25 Public Holiday 27 25 29 GSTHW 26 H & U 24 H & U 28 H & U 26 Public Holiday 23 Tec PMW Monday 26 Public Holiday 29 H & U 26 30 GSTHW 27 STHW 25 STHW 29 STHW 27 24 Tech 28 GSTHW 26 PMW Tuesday Recruitment (R) 27 27 26 STHW 28 30 STHW 25 Tech 27 31 GSTHW 28 STHW 30 STHW Wednesday Auc. 29 GSTHW 28 Tech 31 STHW 28 26 SW 30 GSTHW 28 27 Tech 4 Sales 29 29 Tech 4 OA **Thursday Future Leaders** 29 29 27 29 30 LP 30 Friday 30 30 28 30 29 31 Saturday Shared Knowledge 31 29 31 30 Sunday 30 STHW 31 SW Monday **Expert Panel**

31 STHW

Tuesday

(EP)