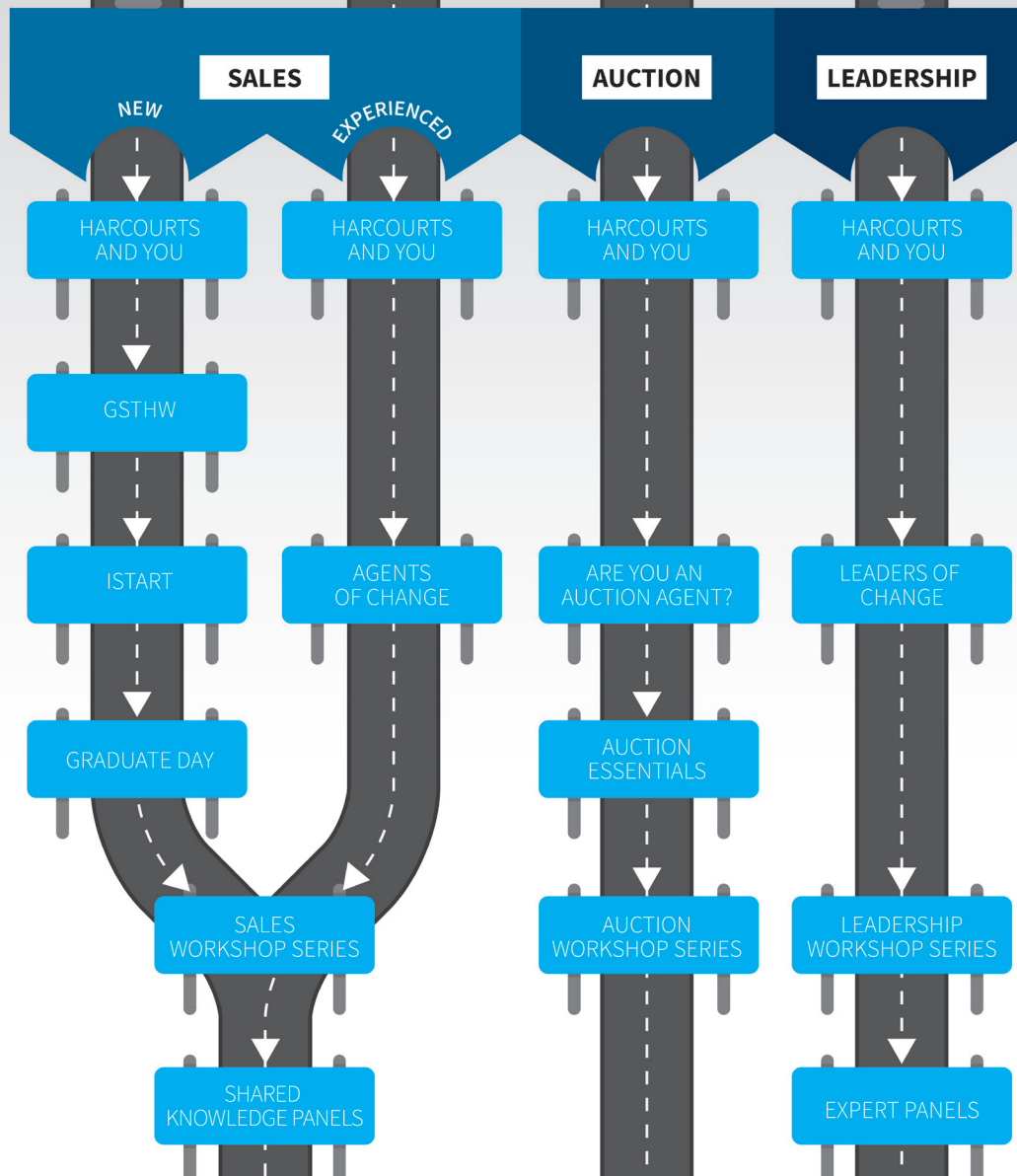


# TRAINING PATHWAYS



## New To Real Estate Sales Pathway

**Get industry qualified by completing our award-winning sales training.**

Register for this pathway to become industry accredited through our sales registration training. Once completed you will gain access to your continued learning modules online when you want, where you want and then return for your graduate day to recharge & reconnect to your business goals.

1. **Harcourts & You**
2. **Getting Started The Harcourts Way**
3. **Graduate Day**
4. **iStart Online**
5. **Sales Workshop Series**
6. **Shared Knowledge Panels**

## Experienced Real Estate Sales Pathway

**Are you an experienced sales consultant new to the Harcourts brand?**

This pathway is an essential starting point for every experienced sales consultant. Receive a comprehensive induction to sales, the Harcourts way highlighting our core Harcourts systems and tools then gain access to our experienced agent workshops.

1. **Harcourts & You**
2. **Agents of Change**
3. **Sales Workshop Series**
4. **Shared Knowledge Panels**

## Auction for Real Estate Sales Pathway

**Looking to standout in your marketplace? Our Auction Pathway provides just that!**

This training pathway provides real estate professionals with the necessary training needed to list, market and sell property using the Harcourts Auction process.

1. **Harcourts & You**
2. **Are you an Auction Agent?**
3. **Auction Essentials**
4. **Auction Workshop Series**

## Leadership Pathway

**Our leadership training includes applied topics such as leadership, coaching and training, marketing, systems, financial planning, technology, and business strategy.**

The many workshops within this programme will help you to manage people for high performance and achieve extraordinary success in your business.

1. **Harcourts & You**
2. **Leaders of Change**
3. **Leadership Workshop Series**
4. **Expert Panels**