HARCOURTS ACADEMY (VICTORIA) **TRAINING CALENDAR 2015**

	January	February	March	April	May	June	July	August	September	October	November	December	Key
Monday						1							
Tuesday						2 H1 INTRO			1 GSTHW			1	Harcourts + You Day
Wednesday				1 H& Y DAY		3	1		2 GSTHW			2	
Thursday	1			2 H1 INTRO		4 H& Y DAY	2		3 GSTHW	1		3 BDM	Sales Programme – Getting Started THW
Friday	2			3	1	5	3		4	2		4 H1 CHAMPS	
Saturday	3			4	2	6	4	1	5	3		5	
Sunday	4	1	1	5	3	7	5	2	6	4	1	6	Law and Documents
Monday	5	2	2 STHW	6	4	8	6	3	7	5	2	7	
Tuesday	6	3 H1 ADVANCED SC	3 STHW	7	5 PM WORKSHOP	9	7	4 H& Y DAY	8 PMP (1)	6 H1 CHAMPS	3	8 H1 INTRO	
Wednesday	7	4 H& Y DAY	4 H1 INTRO	8	6 H1 INTRO	10 STHW	8	5 H1 INTRO	9	7 H& Y DAY	4	9	Sales Programme – Succeeding THW
Thursday	8	5 BDM & WORKSHOP (ROSS)	5	9	7	11 STHW PMP (1)	9	6	10 PMP (2)	8 H1 INTRO	5 H1 INTRO	10	
Friday	9	6	6	10	8	12 TONY M	10	7	11	9	6	11	
Saturday	10	7	7	11	9	13	11	8	12	10	7	12	Sales Workshop
Sunday	11	8	8	12	10	14	12	9	13	11	8	13	
Monday	12	9	9 GSTHW	13	11 AGENTS REP	15 PMP (2)	13	10	14	12	9 GSTHW	14	
Tuesday	13 H1 INTRO	10 H1 CHAMPS	10 GSTHW	14 BDM	12 AGENTS REP	16 H1 ADVANCED SC	14 H1 INTRO	11 BDM	15	13 BDM	10 GSTHW	15	Leadership Programme
Wednesday	14 AGENTS REP	11 H1 INTRO	11 GSTHW	15 STHW	13 AGENTS REP	17	15	12 STHW	16 H1 CHAMPS	14	11 GSTHW	16	
Thursday	15 AGENTS REP	12 LM AUCTION TRAINING	12 GSTHW PMP (1)	16 STHW	14	18 BDM & WORKSHOP (EG)	16	13 STHW	17 H1 INTRO	15	12 GSTHW	17	
Friday	16 AGENTS REP	13	13	17 H1 CHAMPS	15	19	17	14 H1 CHAM<PS	18	16	13	18	Technology Training
Saturday	17	14	14	18	16	20	18	15	19	17	14	19	
Sunday	18	15	15	19	17	21	19	16	20	18	15	20	
Monday	19	16	16	20	18	22 GSTHW	20	17 AGENTS REP	21	19	16 AGENTS REP	21	Property Management Programme
Tuesday	20 GSTHW	17	17 AGENTS REP PMP (2)	21 H1 ADVANCED OA	19 H1 CHAMPS	23 GSTHW	21 H1 CHAMPS	18 AGENTS REP	22 PM WORKSHOP (ROSS)	20 STHW	17 AGENTS REP	22	
Wednesday	21 GSTHW	18	18 AGENTS REP	22 LM AUCTION TRAINING	20 LEADERSHIP	24 GSTHW	22 LEADERSHIP	19 AGENTS REP	23	21 STHW	18 AGENTS REP	23	Property Management Workshop
Thursday	22 GSTHW	19	19 AGENTS REP	23	21	25 GSTHW	23	20 H1 ADVANCED OA	24 MIKE GREEN	22	19 H1 CHAMPS	24	
Friday	23 GSTHW	20	20 H1 CHAMPS	24	22	26	24	21	25	23	20	25	Auction Training
Saturday	24	21	21	25	23	27	25	22	26	24	21	26	
Sunday	25	22	22	26	24	28	26	23	27	25	22	27	Office Administration Programme
Monday	26	23	23 LEADERSHIP	27 GSTHW	25	29	27	24	28	26	23	28	
Tuesday	27	24	24	28 GSTHW	26	30 H1 CHAMPS	28	25	29	27	24 H1 ADVANCED OA	29	Recruitment
Wednesday	28	25	25	29 GSTHW	27		29	26	30	28 H1 ADVANCED SC	25 LEADERSHIP	30	
Thursday	29	26	26 PM WORKSHOP	30 GSTHW	28		30 PM WORKSHOP	27 PM WORKSHOP		29 PM WORKSHOP (EG)	26 KICKSTART	31	Future Leaders
Friday	30	27	27		29		31	28		30	27		
Saturday	31	28	28		30			29		31	28		Shared Knowledge
Sunday			29		31			30			29		
Monday			30					31 GSTHW			30		Expert Panel
Tuesday			31										