

HARCOURTS ACADEMY VICTORIA TRAINING CALENDAR 2016

(v19Sep VIC)

| | January | February | March | April | May | June | July | August | September | October | November | December | Key |
|-----------|-----------------|--------------------------------|-------------------------------|-------------------------|---------------------|----------------------------------|--------------------|-------------------------|---------------------|-------------------------|-------------------|---------------|---------------------------------------|
| Monday | | 1 | | | | | | 1 | | | | | Harcourts + You Day |
| Tuesday | | 2 PMP | 1 GSTHW | | | | | 2 PM Programme | | | 1 | | |
| Wednesday | | 3 PMP | 2 GSTHW | | | 1 | | 3 Listing Training | | | 2 | | |
| Thursday | | 4 Mail Chimp Leadership | 3 GSTHW | | | 2 | | 4 | 1 | | 3 | 1 Kick Start | Sales Programme – Getting Started THW |
| Friday | 1 | 5 | 4 GSTHW | 1 | | 3 Tony Morrison | 1 Future Leaders | 5 | 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 | 4 | 8 | 5 | 3 | 7 PM Programme | 5 | Law and Documents |
| Tuesday | 5 | 9 ADV H1 SC PM Workshop/BDM | 8 iPad / iPhone Training | 5 | 3 PM Programme | 7 | 5 Listing Training | 9 | 6 | 4 | 8 PM Programme | 6 BDM Club | |
| Wednesday | 6 | 10 H1 Intro | 9 | 6 H&Y Day | 4 WPM | 8 | 6 Auction Training | 10 | | 5 | 9 Leadership | 7 H1 Intro | Sales Programme – Succeeding THW |
| Thursday | 7 | 11 | 10 Sales Training | 7 Sales Training | 5 PM Programme | 9 | 7 OA Programme | 11 | 8 H & Y Day | 6 | 10 ADV H1 SC | 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 | Sales Workshop |
| 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 | 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 | 15 GSTHW | 13 Agents Rep | Leadership Programme |
| Wednesday | 13 Agents Rep | 17 H&Y Day | 16 | 13 Agents Rep | 11 ADV H1 SC | 15 | 13 Gregg T | 17 Agents Rep | 14 H1 Intro | 12 | 16 GSTHW | 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 WPM | 13 | 17 GSTHW | 15 Agents Rep | |
| Friday | 15 | 19 | 18 | 15 | 13 Future Leaders | 17 | 15 | 19 | 16 | 14 Women in Business | 18 GSTHW | 16 | Technology Training |
| 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 | 19 | 17 H1 Intro | 21 H&Y Day | 19 | Property Management Programme |
| Tuesday | 19 | 23 Agents Rep | 22 PM Workshop | 19 BDM Club PM Workshop | 17 | 21 | 19 Agents Rep | 23 GSTHW | 20 | 18 Agents Rep | 22 OA Programme | 20 | |
| Wednesday | 20 | 24 Agents Rep | 23 ADV H1 OA/ Email Marketing | 20 | 18 | 22 | 20 Agents Rep | 24 GSTHW | 21 | 19 Agents Rep | 23 Sales Workshop | 21 | Property Management Workshop |
| Thursday | 21 | 25 Agents Rep WPM | 24 | 21 | 19 | 23 H1 Intro | 21 Agents Rep | 25 GSTHW | 22 | 20 Agents Rep | 24 | 22 | |
| Friday | 22 | 26 Sales Training | 25 | 22 | 20 | 24 Women in Business/Irene Green | 22 | 26 GSTHW | 23 Lee Perry | 21 | 25 | 23 | Auction Training |
| 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 | Office Administration Programme |
| Monday | 25 | 29 | 28 | 25 | 23 H1 Intro | 27 | 25 | 29 | 26 Agents of Change | 24 | 28 Future Leaders | 26 | |
| Tuesday | 26 | | 29 | 26 | 24 Agents Rep | 28 | 26 PM Programme | 30 BDM Club PM Workshop | 27 Agents of Change | 25 BDM Club PM Workshop | 29 | 27 | Recruitment |
| Wednesday | 27 | | 30 STHW | 27 | 25 Agents Rep | 29 Agents of Change | 27 | 31 H1 Intro | 28 | 26 Advanced H1 for OA | 30 | 28 | |
| Thursday | 28 | | 31 STHW | 28 Mailchimp | 26 Agents Rep | 30 Agents of Change | 28 | | 29 | 27 | | 29 | Future Leaders |
| Friday | 29 | | | 29 | 27 | | 29 | | 30 | 28 | | 30 | |
| Saturday | 30 | | | 30 | 28 | | 30 | | | 29 | | 31 | Shared Knowledge |
| Sunday | 31 | | | | 29 | | 31 | | | 30 | | | |
| Monday | | | | | 30 | | | | | 31 | | | Expert Panel |
| Tuesday | | | | | 31 PM Workshop | | | | | | | | |