academy
real estate training

Harcourts Academy Harcourts Pacific Training Calendar 2017

Correct as at 13 Apr 2017

		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½			24-OC			30-OC			29-OC			15-OC
Sales	New	Getting Started the Harcourts Way	4	24-27 OC		7-10 SD	4-7 OC		6-9 SD 20-23 LA	11-14 OC	22-25 LA	12-15 SD	24-27 OC		5-8 SD
		Graduate Day	1			14-OC	25-SD	23-OC		25-SD	8-LA 29-OC		6-LA 31-SD		12-OC
		Sales Workshops	½	13-OC	1-SD 10-LA		26-SD	11-OC 18-LA	14-IE		9-LA 10-SD 17-OC			1-SD 2-OC 16-LA	13-IE
	Experienced	Agents of Change	½						30-OC			29-OC			15-OC
		Sales Workshops	½		1-SD 10-LA		26-SD	11-OC 18-LA	14-IE		9-LA 10-SD 17-OC			1-SD 2-OC 16-LA	13-IE
		Shared Knowledge Panels	½				20-SD			20-SD				16 SD	
Administration		Office Administration Program	1	23 Web	13 Web	13 Web		25-OC	12 Web	6-SD 27-LA		11 Web		30-IE	11 Web
Technology		New Office Induction/Launch (As required)													
		Technology Workshops (As required)													
		One on One Coaching (As required)													
Leadership		Leaders of Change (TBD)	½												
		Leadership Program Workshops	½ - 1			21-OC	25-SD	16-LA	20-IE	25-OC	8-SD	19-LA	17-IE	15-16 SD 7-OC 8-SD	5-LA 6-IE
		Expert Panels	½												
Auction		Auction Program (Quarterly TBD)	1 - 2												
		Auction Workshops (Monthly TBD)	½			15-OC 23-SD	12-OC 13-SD								
Specialist		iStart Workshops (Available Online)	½												
		Recruitment Events (in offices as required)	-												
		Annual Conference	-		21-22-SD										