



GETTING STARTED THE HARCOURTS WAY SALES PROGRAMME

GETTING STARTED THW

This programme is designed for people who wish to become registered real estate salespersons, have moved country or interstate, or operate as personal assistants. A blended learning programme incorporating online learning, in-class training and in-the-field projects, this programme provides the required qualifications for industry certification.

WHAT YOU WILL LEARN

- To develop real estate success attitudes and strategies
- To mind your own business - planning and goal setting
- To prospect for future business through consultative techniques
- To make superstar presentations and sales
- To build repeat and referral business through client management systems
- To develop skills for managing yourself and achieving life balance
- To maximise the benefits of Harcourts technology, communication and marketing tools for self promotion, service and efficiency

The full course incorporates pre-course reading and set tasks, in-class training, study during the student's own time, one-on-one coaching in the field with the student's manager and ongoing reinforcement through learning in the field along with project work prior to graduation.

PROGRAMME STRUCTURE

There are seven training days in the full programme. Experienced consultants attend only the final three days. New to the industry consultants attend all seven days and complete "45 days in the field" tasks. Participants may return at no charge within 12 months to attend the course again.