



SUCCESSING THE HARCOURTS WAY SALES PROGRAMME

SUCCESSING THW

This three day programme caters for experienced consultants to help them take their businesses to the next level of success, and for all Harcourts people to be embraced by the Harcourts culture and made aware of the extensive support and in-the-field resources available to them. Bring your offline and online personal marketing resources inline; examine your listing ability and consistency of service; and learn how to manage your time more effectively and earn more.

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

The programme runs over three consecutive days.