

Harcourts

Future Leaders

Overview

Harcourts Future Leaders Programme is about developing the leaders of our future. Providing a quality career path and an opportunity to strengthen both personal and professional skills required for management and ownership

Selection of Harcourts Future Leaders is not based on age, gender or time with the organisation but rather on potential to lead our people The Harcourts Way

Key Benefits

Recognition and membership of an elite group of high performing individuals

An excellent business network of like-minded and successful individuals

A marketable level of prestige with existing clients

Career opportunities

Attendance to intensive training and development leadership retreats

Exposure to the best – training by Harcourts international management team members

One-on-one coaching with your Future Leaders coordinator

Gain nationally recognised qualifications

Capabilities Developed

Build on business skills including recruitment, business structure, marketing, technology and financial management

Build on personal skills including mental management, mentoring, coaching and motivating others

National Certificate in Real Estate

National Diploma in Real Estate

An opportunity to enhance your leadership skills and prepare for the future



the academy
harcourts training systems

Future Leaders

Additional Information

Recommended structure first half of the programme

Initial meeting to set up programme and complete a strategic business plan

Monthly accountability sheets completed

Monthly coaching phone calls

Attend Leadership retreat

Academy training programmes completed prior to entering Future Leaders programme

- Sales– Getting started the Harcourts way
- Sales – Succeeding the Harcourts way
- Technology – all units
- Auction / advanced sales workshops

Complete academy training programmes

- Office Administration
- Property Management
- Management – all units

Recommended structure second half of the programme

Meeting to review programme progress and targets

Monthly accountability sheets completed

Monthly coaching phone calls

Attend Leadership retreat

Complete industry study requirements for real estate office management

- National Certificate in Real Estate; or
- National Diploma in Real Estate

Support

Contact your Harcourts Future Leaders coordinator for:

- Further information or advice
- Future Leader application forms
- An initial meeting between Future Leader, manager and coordinator to customise your programme and to schedule training attendance

An opportunity to enhance your leadership skills and prepare for the future

Apply online – www.harcourtsacademy.com
Duration: Two years

