

Course			Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles			Harcourts and You	½	30		9		5	13		13		1	
		Agents Representative	3	17-19	20-22	20-22		9-11	12-14	17-19	15-17	18-20	25-27	22-24	18-20
		Job Ready Sales	1		24		19				28		23		
		Getting Started the Harcourts Way	4		13-16			2-5			7-10			14-17	
		Graduate Day	1			29			21			27			7
	Experienced	Agents of Change	½	23@10am 23@1pm	7	23@10am 23@1pm	21	23@10am 23@1pm		23@10am 23@1pm	23@10am 23@1pm	4	6	23@10am 23@1pm	4
		Sales Workshops	½		1		11		29		23		18		5
		Shared Knowledge Panels	½												
	New & Exp.	Technology Workshops	½	16,20	27	8@9am 8@1pm 17	3 5@9am 5@apm	22	7@9am 7@1pm 26	5@9am 5@1pm 26		11	9 11@9am 11@1pm	29@9am 29@1pm	1
Property Management	New	Job Ready Property Management	1		23		20				29		24		
		Property Management Programme	2 or 3			2,7			15,20			12,14		20,21	
		Graduate Day	1												
	Experienced	Property Managers of Change	½												
		Property Management Workshops	½		28		4		6	20	31		19	30	
		Shared Knowledge Panels	½												
		BDM Club	½	31		28		23		25		28			
	New & Exp.	Technology Workshops	½												
	Administration	Office Administration Programme	1			15			28		30				
Technology Workshops		½													
Leadership	Leaders of Change	½													
	Leadership Programme Workshops	½ - 1		6				12		14	25		13	28	
	Expert Panels	½													
	Future Leader Events	-													
	Technology Workshops	½													
Auction	Auction Programme	1 - 2													
	Auction Workshops	½		2				17			3		4		
Specialist	Commercial Workshops	½													
	Rural Workshops	½								27,28					
	Mortgage Express Workshops	½			28		23					21		2	
	Quarterly and Annual Awards	-		9			29			27			26		
	Specialist Speakers / Guests	½							8						
	Inspirational Women								8						