

|                            |                       | Course                            | Days | Jan   | Feb   | Mar              | Apr                         | May              | Jun                    | Jul    | Aug   | Sep   | Oct              | Nov   | Dec    |
|----------------------------|-----------------------|-----------------------------------|------|-------|-------|------------------|-----------------------------|------------------|------------------------|--------|-------|-------|------------------|-------|--------|
| <b>All Roles</b>           |                       | Harcourts and You                 | ½    | 23    |       | 31               | 28                          | 19               | 21                     | 28@9am |       | 1@9am | 6@9am            | 10,29 | 11@9am |
| <b>Sales</b>               | <b>New</b>            | Assessment Day                    | 1    | 20    | 24    | 17               | 7                           | 12               | 16                     | 21     | 25    | 22    | 20               | 17    | 8      |
|                            |                       | Getting Started the Harcourts Way | 4    | 16-19 | 21-23 | 13-16            | 3-6                         | 8-11             | 12-15                  | 17-20  | 21-24 | 18-21 | 16-19            | 13-16 | 4-7    |
|                            |                       | Graduate Day                      | 1    | 25    |       | 30               | 27                          | 18               | 20                     | 27     | 31    |       | 5                | 9,28  | 13     |
|                            | <b>Experienced</b>    | Agents of Change Induction        | ½    |       |       |                  | 28                          | 19               | 21                     | 28@1pm |       | 1@1pm | 6@1pm            | 10,29 | 11@1pm |
|                            |                       | Sales Workshops                   | ½    | 24    |       | 29@9am<br>29@2pm | 26@9am<br>26@2pm            | 17@9am<br>17@2pm | 19@9am<br>17@2pm       | 26     | 30    |       | 4                | 8,27  | 12     |
|                            |                       | Shared Knowledge Panels           | ½    |       |       |                  |                             |                  | 1                      |        | 16    | 14    |                  | 23    |        |
|                            | <b>New &amp; Exp.</b> | Technology Workshops              | ½    | 26    | 15,24 | 20@930<br>20@130 | 4,<br>7@930<br>7@130,<br>12 | 9@930<br>9@130   | 6,<br>27@930<br>27@130 | 4,26   | 10,31 | 5,19  | 26@9am<br>26@1pm | 1,29  |        |
| <b>Property Management</b> | <b>New</b>            | Property Management Programme     | 2    |       | 20    | 17               |                             |                  |                        | 12-25  |       |       |                  | 21-28 |        |
|                            |                       | Graduate Day                      | 1    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
|                            | <b>Experienced</b>    | Property Managers of Change       | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
|                            |                       | Property Management Workshops     | ½    |       |       |                  |                             |                  | 13                     |        |       | 26    | 4                |       |        |
|                            |                       | Shared Knowledge Panels           | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
|                            | <b>New &amp; Exp.</b> | Technology Workshops              | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
| <b>Administration</b>      |                       | Office Administration Programme   | 1    |       |       |                  |                             |                  | 26                     |        |       | 26    |                  |       |        |
|                            |                       | Personal Assistants Workshops     | ½    |       |       |                  | 19                          |                  |                        |        |       |       | 9                |       |        |
|                            |                       | Technology Workshops              | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
| <b>Leadership</b>          |                       | Leaders of Change                 | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
|                            |                       | Leadership Programme Workshops    | 2    |       |       |                  | 10-12                       |                  |                        |        |       |       | 9-11             |       |        |
|                            |                       | Expert Panels                     | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
|                            |                       | Future Leader Events              | -    |       |       |                  | 12                          |                  |                        |        | 15    |       | 11               |       |        |
|                            |                       | Technology Workshops              | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
| <b>Auction</b>             |                       | Auction Programme                 | 2    |       |       |                  | 20                          |                  | 29                     |        | 11    |       | 31               |       |        |
|                            |                       | Auction Workshops                 | ½    |       |       |                  |                             |                  |                        |        |       |       |                  |       |        |
| <b>Specialist</b>          |                       | Commercial Workshops              | 2    |       |       | 15-16            |                             |                  |                        |        |       |       |                  |       |        |
|                            |                       | Rural Workshops                   | ½    |       |       |                  |                             |                  |                        |        |       | 13    |                  |       |        |
|                            |                       | Recruitment Event                 | -    |       |       |                  |                             |                  |                        | 6      | 10    | 7     | 5                | 8     |        |
|                            |                       | Quarterly and Annual Awards       | -    |       |       |                  |                             | 4                |                        | 27     |       |       | 26               |       |        |