

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles		Harcourts and You	1/2			31-OC			30-OC			29-OC			15-OC
Sales	New	Getting Started the Harcourts Way	4	24-27 OC		7-10 SD	4-7 OC		6-9 SD 20-23 LA	11-14 OC	22-25 LA	12-15 SD	24-27 OC		5-8 SD
		Graduate Day	1-SD			14-OC	25-SD	23-OC	20-SD	25-SD	8-LA 29-OC		6-LA 31-SD		12-OC
		Sales Workshops	1/2		1-SD 10-LA		26-SD	11-OC 18-LA	14-IE		9-LA 10-SD 17-OC			1-SD 2-OC 16-LA	13-IE
	Experienced	Agents of Change	1/2			31-OC			30-OC		10-OC	29-OC		2-OC	15-OC
		Sales Workshops	1/2		1-SD 10-LA	22-IE	26-SD	11-OC 18-LA	14-IE		9-LA 10-SD 17-OC			1-SD 2-OC 16-LA	13-IE
		Shared Knowledge Panels	1/2	13-SD			20-SD			20-SD					
Administration		Office Administration Program	1	23	13	13		25-OC	12	6-SD 27-LA		11		30-IE	11
		New Office Induction/Launch (As required)													
Technology		Technology Workshops (As required)													
		One on One Coaching (As required)													
		Leaders of Change (TBD)	1/2												
Leadership		Leadership Program Workshops	1/2 - 1			21-OC	25-SD	16-LA	20-IE	25-OC	8-SD	19-LA	4-5-SD 17-IE	7-OC 8-SD	5-LA 6-IE
		Expert Panels	1/2												
	Auction	Auction Program (Quarterly TBD)	1 - 2												
		Auction Workshops (Monthly TBD)	1/2			22-OC 23-SD									
	Specialist	iStart Workshops (Available Online)	1/2												
		Recruitment Events (in offices as required)	-												
		Annual Conference	-		21-22-SD										