

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