

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