

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