

Course		Days	Jan	Feb	Mar	
All Roles		Harcourts and You	½	24		21
Sales	New	Getting Started the Harcourts Way	4		1 Feb – 8 March	
		Sales Program	1/2		13	
		Graduate Day	1/2			22
	Experienced	Agents of Change (Induction)	½	24		21
		Sales Workshops	½			
		Shared Knowledge	½			
Property Management	New	Property Management Program	2 or 3			
	Experienced	Property Management Workshops	½			1 & 19
		BDM Club	½		7	
Administration		Office Administration Program	1			6
		Personal Assistants Workshops	½			
Leadership		Leadership Program Workshops				
		Shared Knowledge	½			
		Future Leader Events	-		4 & 28	
Auction		Auction Program	-		4 Jan – 27 May	
		Auction Workshops	½			
Specialist		Technology Workshops	½	23	12	27
		Commercial Workshops	½			
		Rural Workshops	½			
		Recruitment Event	-			
		Quarterly and Annual Awards	-		13	