

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