

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 8@1pm 17	3 5@9am 5@1pm	22	7 26	5 26		11	9 11	29	1
Property Management	New	Job Ready Property Management	1		23		20				29		24	2	
		Property Management Programme	2			2,7			15 / 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 11	29	1
Administration		Office Administration Programme	1			15			28		30				6
		Technology Workshops	½						26			11	9 11	29	1
Leadership		Leaders of Change	½												
		Leadership Programme Workshops	½ - 1		6@10am 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						