

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½	23				8		16			6	
Sales	New	Law & Documents	1											
		Getting Started the Harcourts Way	4											
		Graduate Day	1	22				7		15			8	
	Experienced	Agents of Change Induction	½	23				8		16			7	
		Sales Workshops	½	21	8@9am 8@2pm	10@9am 10@2pm	15@930 15@130	6@930 6@130	13@930 13@130	14@930 14@130	11@930 11@130		7@930 7@130	
		Shared Knowledge Panels	½											
	New & Exp.	Technology Workshops	½	10		11, 26@930 26@130		9, 30@930 30@130	5		13@930 13@130		3@930 3@130, 15, 23@930 23@130	
Property Management	New	Property Management Programme	2 or 3				10-20	12						
		Graduate Day	1											
	Experienced	Property Managers of Change	½											
		Property Management Workshops	½					8, 14	6, 7					
		Shared Knowledge Panels	½											
	New & Exp.	Technology Workshops	½											
Administration		Office Administration Programme	1			30								
		Personal Assistants Workshops	½				18					20		
		Buyers Assistants Workshops	½											
		Technology Workshops	½											
Leadership		Leaders of Change	½											
		Leadership Programme Workshops	½ - 1											
		Expert Panels	½											
		Future Leader Events	-											
		Technology Workshops	½											
Auction		Auction Programme	1 - 2											
		Auction Workshops	½											
Specialist		Commercial Workshops	½								14			
		Rural Workshops	½			1		14						
		Mortgage Express Workshops	½							1				
		Quarterly and Annual Awards	-				9			1		31		