

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½	24		14		25	16		15	14		16
Sales	New	Law & Documents	1	30		20	28		5		25		9	4
		Getting Started the Harcourts Way	4	31 - 3		21-24		2-5	6-9		28-31		10-13	5-8
		Graduate Day	1	18		16		11			14		5	30
	Experienced	Agents of Change	½	24		14		25	16		15	14		16
		Sales Workshops	½	25		8			21	19		27		1
		Shared Knowledge Panels	½											
	New & Exp.	Technology Workshops	½		8	15	27	17	13	18	30	12	26	14
Property Management	New	Property Management Programme	2		21-22						8-9			28-29
		Graduate Day	1											
	Experienced	Property Managers of Change	½			14					15	14		16
		Property Management Advanced	½			2						21		5
		BDM Club	½	19			27		29				12	
	New & Exp.	Technology Workshops (incl in H1)	½		8	15	27	17	13	18	30	12	26	14
Administration		Office Administration Programme	1		14			18				20		9
		Personal Assistants Workshops	½											
		Buyers Assistants Workshops	½											
Leadership		Leaders of Change	½											
		Leadership Programme Workshops	½ - 1									15	4	28
		Bus Owner Retreat	1½							20-21				
		Bus Owner Meeting	½										4	
		Bus Owners Christmas event	½											1
		Auction Workshops	½		23							21		
Specialist		Walk a Mile (Foundation /event)	½									1		
		Top Performers Event	½						22					
		Top 50 Sales Event			15				14					
		Recruitment Event (Career Information)	-		28		11	23		4		12		14
		Quarterly and Annual Awards	-		9			13			10		19	