

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles		Harcourts and You	1/2		<u>6</u>	22	<u>17</u>	<u>15</u>	14						
Sales	New	Law & Documents	1	16-17	20-21	14-15	23-24		5-6						
		Getting Started the Harcourts Way	4	30-2		6-9	10-13	8-11	19-22						
		Graduate Day	1	23		16		<u>17</u>							
	Experienced	Agents of Change (Induction)	1/2		<u>6</u>	<u>22</u>	<u>17</u>	<u>15</u>	<u>14</u>						
		Sales Workshops	1/2	<u>16-17,</u> <u>24</u>	12, <u>20-</u> 21	<u>14-15</u>	<u>26-27</u>	<u>16, 24</u>	5-6, <u>7</u> , <u>27</u>						
		Shared Knowledge Panels	1/2												
/ ent	New	Property Management Program	2		<u>6-7</u>				19-20						
Property Management		Graduate Day	1												
Prop	Experienced	Property Management Workshops	1/2	<u>16, 30</u>		<u>13</u>	<u>10</u>	<u>15</u>	<u>13</u>						
_ io		Shared Knowledge Panels	1/2												
Administration		Office Administration Program	1		<u>15</u>				26						
		Leaders of Change	1/2												
Leadership		Leadership Program Workshops	1												
		Expert Panels	1/2												
		Future Leader Events	-												
Auction		Auction Program	2		7-8, 13-14	20-21	18-19	22-23	28-29						
		Auction Workshops	1/2												
	Specialist	Technology Workshops	1/2	18, 22, 31	1, 15	<u>6</u>	12, 19	8	28						
		Commercial Workshops	1/2												
		Rural Workshops	1/2												
		Recruitment Event	-												
		Quarterly and Annual Awards	ı		22		27								