

Course			Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles		Harcourts and You	½	23		31	28	19	21	28		1	6	10,29	11	
Sales	New	Assessment Day	1	20	24	17	7	12	16	21	25	22	20	17	8	
		Getting Started the Harcourts Way	4	16-19	21-23	13-16	3-6	8-11	12 -15	17- 20	21-24	18-21	16-19	13-16	4-7	
		Graduate Day	1	25		30	27	18	20	27	31		5	9, 28	13	
	Experienced	Agents of Change Induction	½				28	19	21	28		1	6	10,29	11	
		Sales Workshops	½	24		29@9am 29@2pm	26@9am 26@2pm	17@9am 17@2pm	19@9am 19@2pm	26@9am 26@2pm	30@9am 30@2pm		4@9am 4@2pm	8, 27	12@9am 12@2pm	
		Shared Knowledge Panels	½								16	14		23		
	New & Exp.	Technology Workshops	½	26	15, 24	20@930 20@130	4, 7@930 7@130, 12	9@930 9@130	6, 27@930 27@130	26@930 26@130, 28	10, 31@930 31@130	1, 19@930 19@130	26@930 26@130	1, 14, 29@930 29@130		
Property Management	New	Property Management Programme	2		20	17				12-25				21-28		
		Graduate Day	1													
	Experienced	Property Managers of Change	½													
		Property Management Workshops	½							13			26	4		
		Shared Knowledge Panels	½													
	New & Exp.	Technology Workshops	½													
Administration		Office Administration Programme	1						26			26				
		Personal Assistants Workshops	½				19						9			
		Technology Workshops	½													
Leadership		Leaders of Change	½													
		Leadership Programme Workshops	2				10 - 12							9-11		
		Expert Panels	½													
		Future Leader Events	-				12					15		11		
		Technology Workshops	½													
Auction		Auction Programme	2				20		29		11		31			
		Auction Workshops	½													
Specialist		Commercial Workshops	2			15-16										
		Rural Workshops	½									13				
		Recruitment Event	-								6	10	7	5	8	
		Quarterly and Annual Awards	-						4		27			26		