

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