		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½	18		3	21	12		21		1	13	17	
Sales	**New**	Sales Assessment Day	1		3				2	14	25		6	24	
		Getting Started the Harcourts Way	4	30 - 2		6 - 9	3 - 6	29 - 1		10 - 13	21 - 24		2 - 5	20 - 23	
		Graduate Day	1	17		2	20	11	8	20	31		12	16	
	Experienced	Agents of Change	½				21								
		Sales Workshops	½			1	19 @ 9:00 19 @ 2:00	10 @ 9:00 10 @ 2:00		19 @ 9:00 19 @ 2:00	30 @ 9:00 30 @ 2:00			15 @ 9:00 15 @ 2:00	
		Shared Knowledge Panels	½		10				30			15			
	New & Exp.	Technology Workshops	½		17	1, 22 @ 9.30 22 @ 1.30		2 @ 9:30 2 @ 1:30	29 @ 9:30 29 @ 1:30	7		29	24, 25 @ 9:30 25 @ 1:00	13	
Property Management	**New**	Property Management Programme	2			14, 21					10, 16				
		Graduate Day	1												
	Experienced	Property Managers of Change	½												
		Property Management Workshops	½												
		Shared Knowledge Panels	½												
	New & Exp.	Technology Workshops	½												
Administration		Office Administration Programme	1					15	15			21			
		Personal Assistants Workshops	½				28			18		28			
		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				24	26		28		26	20		
		Auction Workshops	½												
Specialist		Commercial Workshops	½												
		Rural Workshops	½		24										
		Mortgage Express Workshops	½												
		Recruitment Event	-												
		Quarterly and Annual Awards	-		24			5 @ 7:30			4 @ TBC		27 @ TBC		