

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½							22				
Sales	New	Law & Documents	1		18				22			22		
		Sales. The Harcourts Way	3		19-21			19-21				29-31		
		Graduate Day	1									4		
	Experienced	Harcourts & You	½							22			11	
		Goal Setting – Beyond Bronze	½				16							
		Goal Setting – Achieving Silver	½				20							
		Goal Setting – Going for Gold	½				21							
		Workshop – Contracts, Docs & Client Services	1							13	3			
	New & Exp.	Technology Workshops	TBA											
Property Management	New	Property Management Programme												
	Experienced	Property Managers of Change												
		Property Management Advanced												
		BDM Club	½		13		15		17		18		27	
	New & Exp.	Legislation Study Group	½		6		8		10		11		20	
Administration		Office Administration Programme	½					25						
		Customer Service Workshop	½				4							
Leadership		Interfirms	2									TBA		
		Connection day with Bus Owners	1											
		Bus Owners Christmas event	½											13
		PM Think Tank											6	
Events		Conference	3				27-29							
		Walk a Mile (Foundation /event)	1							30				
		Top Performers Event								21				
		Shared Knowledge Panels												
		Sales events KICK START	1		15		7							
		Career Information Event												
		Quarterly and Annual Awards			15		4			8			22	