

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