

		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		12		14	
Sales	New	Assessment Day	1	20	24	17	7	12	16	21	27	24	15	19	10
		Getting Started the Harcourts Way	4	16-19	21-23	13-16	3–6	8-11	12 -15	17- 20	28-31	25-28	16-19	20-24	
		Graduate Day	1	25		30	27	18	20	27	23	13	25	15	5
	Experienced	Agents of Change (Induction)	½				28	19	21	28		12		14	
		Sales Workshops	½	24		29@9am 29@2pm	26@9am 26@2pm		19@9am 19@12p m	26@9am 26@12p m	21 / 21	11 / 11	23 / 23	13 / 13	
		Shared Knowledge Panels	½						28			19		7	
Property Management	New	Property Management Program	2		20	17				12-25				16 / 29	
		Graduate Day	1												
	Experienced	Property Management Workshops	½						13						
		Shared Knowledge Panels	½												
Administration		Office Administration Webinar	1hr		26@3	26@3	30@3		25@3	30@3	31	28		1 / 26	
		Personal Assistants Workshops	½		28@9:30										
Leadership		Leaders of Change	½												
		Leadership Program Workshops	2				10 - 12						1-3		
		Expert Panels	½												
		Future Leader Events	-				12							14	
Auction		Auction Program	2				20		29					9	
		Auction Workshops	½												
Specialist		Technology Workshops	½	26@9:30 26@1:30	16@9:30 16@1:30	21@9:30 21@1:30	20@9:30 20@9:30	28@9:30 28@1:30	26@9:30 26@1:30	24@9:30 24@1:30	29 / 29	14 / 14	6 / 6	16 / 16 29 / 29	
		Commercial Workshops	½			15-16									
		Rural Workshops	½												
		Recruitment Event	-							6					
		Quarterly and Annual Awards	-					4		27					