

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