

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles		Harcourts and You	½		8	8	5	17	7	12	16	20	25	29	5
Sales	New	Law & Documents	1	26	16	16		11	15	27	24		19	23	
		Getting Started the Harcourts Way	4	22		12-15		7-10	11-14	23-26	20-23		15-18	19-22	
		Graduate Day	1		9		6		8		17	21	26	30	5
	Experienced	Agents of Change (Induction)	½		8	8	5	17	7	12	16		25	29	4
		Sales Workshops	½			7	4@9:00am 4@1:00pm	16	6	11	15	19	24	28	
		Shared Knowledge Panels	½		2		13		1		31			2	
Property Management	New	Property Management Program	1			1									
		Graduate Day													
	Experienced	Property Management Workshops													
		Shared Knowledge Panels													
Administration		Office Administration Program	1		26	26	18 (PA)				28 (PA)				
Leadership		Leaders of Change	½												
		Leadership Program Workshops	1												
		Expert Panels	½												
		Future Leader Events	-												
Auction		Auction Program	1			20									
		Auction Workshops	½			5, 6	9								
Specialist		Technology Workshops	½		15, 20@9:30am 20@1:30pm	27@9:30am 27@1:30pm 28@9:30am 28@1:30pm	19@9:30am 19@1:30pm	31@9:30am 31@1:30pm	27@9:30am 27@1:30pm	18@9:30am 18@1:30pm 19@9:30am 19@1:30pm	27@9:30am 27@1:30pm	26@9:30am 26@1:30pm		14@9:30am 14@1:30pm 15@9:30am 15@1:30pm	
		Commercial Workshops	½												
		Rural Workshops	½												
		Verifiable TNG - facilitation	1							31					
		Quarterly and Annual Awards	-		13				4						