

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													
	Recruitment Event	-													
	Quarterly and Annual Awards	-		13			4								