

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