

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		1	6	10,29	11	
Sales	New	Assessment Day	1	20	24	17	7	12	16	21	22	20	17	8	
		Getting Started the Harcourts Way	4	16-19	21-23	13-16	3-6	8-11	12-15	17-20	21-24	18-21	16-19	13-16	4-7
		Graduate Day	1	25		30	27	18	20	27	31		5	9,28	13
	Experienced	Agents of Change Induction	½				28	19	21	28		1	6	10,29	11
		Sales Workshops	½	24		29@9am 29@2pm	26@9am 26@2pm		19@9am 19@12pm	26@9am 26@12pm	30@9am 30@12pm		4@9am 4@12pm	8,27	12@9am 12@12pm
		Shared Knowledge Panels	½						28		16	14		23	
New & Exp.	Technology Workshops	½	26	15,24	20@930 20@130	4, 7@930 7@130, 12	9@930 9@130	6, 27@930 27@130	26@930 26@130, 28	10, 31@930 31@130	1, 19@930 19@130	26@930 26@130	1,14, 29@930 29@130		
Property Management	New	Property Management Programme	2		20	17				12-25				21-28	
		Graduate Day	1												
	Experienced	Property Managers of Change	½												
		Property Management Workshops	½						13			26	4		
		Shared Knowledge Panels	½												
New & Exp.	Technology Workshops	½													
Administration	Office Administration Programme	1						26			26				
	Personal Assistants Workshops	½				19						9			
	Technology Workshops	½													
Leadership	Leaders of Change	½													
	Leadership Programme Workshops	2				10-12						9-11			
	Expert Panels	½													
	Future Leader Events	-				12				15		11			
	Technology Workshops	½													
Auction	Auction Programme	2				20		29		11		31			
	Auction Workshops	½													
Specialist	Commercial Workshops	2			15-16										
	Rural Workshops	½									13				
	Recruitment Event	-							6	10	7	5	8		
	Quarterly and Annual Awards	-					4		27			26			