

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>All Roles</b>	Harcourts and You	½		6	14	26	22		17	15			8		
<b>Sales</b>	<b>New</b>	Law & Documents	2	16-17	17-20	28-29		8-9	20-21	25-26		19-20	17-18		
		Getting Started the Harcourts Way	4	Jan 31 – Feb 3, Feb 28 – Mar 3			3-6	16-19		3-6	8-11		10-13	14-17	
		Graduate Day	1			17	12			10		18		10	
	<b>Experienced</b>	Agents of Change	½	24	6,27	14	10	1,22		17	15			8	
		Sales Workshops	½	25		8			8	11	16,31	13	26	9, 21	12
		Shared Knowledge Panels	½		16			3					19		
<b>New &amp; Exp.</b>	Technology Workshops	½	18	1,21	2,16	5	10,11						22		
<b>Property Management</b>	<b>New</b>	Property Management Programme	3			21-23			20-22		1-3		24-26	28-30	
		Graduate Day	1												
	<b>Experienced</b>	Property Managers of Change	½												
		Property Management Workshops (includes BDM)	½	17		7		18	6	18		19		21	
		Shared Knowledge Panels	½												
<b>New &amp; Exp.</b>	Technology Workshops	½		22	2,28	5	2,18,25						22		
<b>Administration</b>	Office Administration Programme	1		7			24				12				
	Personal Assistants Workshops	½													
	Buyers Assistants Workshops	½													
	Technology Workshops	½		1,22	2,15,16	5	10,11						22		
<b>Leadership</b>	Leaders of Change	½		13											
	Leadership Programme Workshops	½ - 1			23		23	19		22	27		23		
	Expert Panels	½		22-23					20						
	Future Leader Events	-		9			23	19		22	27		23		
	Technology Workshops	½			2	5	10,11						22		
<b>Auction</b>	Auction Programme	2		14-15	16-17	27-28		6-7, 15-16*	18-19	29-30		24-25	28-29		
	Auction Workshops	2					3-4								
<b>Specialist</b>	Commercial Workshops	½													
	Rural Workshops	½													
	Marketing Workshop	1				3,20									
	Recruitment Event	-		8			2						22		
	Quarterly and Annual Awards	-		16				5		27		19			