

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>All Roles</b>	Harcourts and You	½	30		30			5	13		13		1	1	
<b>Sales</b>	<b>New</b>	Agents Representative	3	17-19	20-22	20-22		9-11	13-15	17-19	15-17	18-20	23-25	27-29	18-20
		Job Ready Sales	1		24		19								
		Getting Started the Harcourts Way	4			14-16					7-10			13-16	
		Graduate Day	1			29						27			14
	<b>Experienced</b>	Agents of Change	½	23@10am		23@10am	21	23@10am			14	13		2	13
		Sales Workshops	½		1		11		29		23		10		5
		Shared Knowledge Panels	½												
<b>New &amp; Exp.</b>	Technology Workshops	½	16,20	27	8@9am 8@1pm 17	3 5@9am 5@1pm	22	7 26	5 26	28	21 28	9/11 12/17	22 30	4 11	
<b>Property Management</b>	<b>New</b>	Job Ready Property Management	1		23		20								
		Property Management Programme	2			2,7			15 / 20			25 - 26		20 - 21	
		Graduate Day	1												
	<b>Experienced</b>	Property Managers of Change	½												
		Property Management Workshops	½		28		4		6	20	31		19		
		Shared Knowledge Panels	½												
		BDM Club	½	31		28		23		25		12			
<b>New &amp; Exp.</b>	Technology Workshops	½						26		28		9 11	22 30	7 11	
<b>Administration</b>	Office Administration Programme	1			15			28		30		2		6 12	
	Technology Workshops	½						26				9 11	22	11	
<b>Leadership</b>	Leaders of Change	½													
	Leadership Programme Workshops	½ - 1		6@10am 6@1pm			12		14@10a m	25		13	28		
	Expert Panels	½													
	Future Leader Events	-													
	Technology Workshops	½													
<b>Auction</b>	Auction Programme	1 - 2													
	Auction Workshops	½					17			3		4			
<b>Specialist</b>	Commercial Workshops	½													
	Rural Workshops	½							27,28						
	Mortgage Express Workshops	½			28		23				21		2		
	Quarterly and Annual Awards	-		9		29			27			26			
	Specialist Speakers / Guests	½						8							
	Inspirational Women							8							