

		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>All Roles</b>		Harcourts and You	½		15	21		10		18		19		28		
<b>Sales</b>	<b>New</b>	Law & Documents	1	29			9			2		10		19		
		Getting Started the Harcourts Way	4	30/31	1/2		10-13			3-6		11-14		20-23		
		Graduate Day	1	25		6		16			23		31			
	<b>Experienced</b>	Agents of Change	½		15	21					18		19		28	
		Sales Workshops	½	18					9		25					
<b>New &amp; Exp.</b>	Technology Workshops	½	23	20	20	24		19	17	21	18	23	27			
<b>Property Management</b>	<b>New</b>	Property Management Programme	2		21						22-23			28-29		
	<b>Experienced</b>	Property Managers of Change	½	24		21				18		19		28		
		Property Management Advanced	½		1		5			5			25			
		BDM Club	½	11		1			7		2			15		
<b>New &amp; Exp.</b>	Technology Workshops (incl in H1)	½														
<b>Administration</b>		Office Administration Programme	1		22				13			26				
<b>Leadership</b>		Interfirms	2										18/19			
		Connection day with Bus Owners	1	24						11			4			
		Bus Owners Christmas event	½												7	
		PM Think Tank	1		22											
<b>Auction</b>		Auction Program	1													
		Auction Workshops	½	18	15	15	12	17	14	12	16	13	18	15	13	
		Auctioneering coaching	2hrs	18	15	15										
		Auctioneer Competition	1/2				12									
<b>Events</b>		Conference	3					28-30								
		Walk a Mile (Foundation /event)	½								31					
		Top Performers Event	½							21						
		Gold and Beyond (Shared Knowledge Panel)	½		14					6		6			6	
		Top 50 Sales Event	1/2			8					27		3			
		Career Information Event	2hrs		20		17		19			21		13		
		Quarterly and Annual Awards	-		8		28					9			1	