

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