

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