

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