

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles	Harcourts and You	½	23		31	28	19	21	28		1	6	10,29	11	
Sales	New	Assessment Day	1	20	24	17	7	12	16	21	25	22	20	17	8
		Getting Started the Harcourts Way	4	16-19	21-23	13-16	3-6	8-11	12-15	17-20	21-24	18-21	16-19	13-16	4-7
		Graduate Day	1	25		30	27	18	20	27	31		5	9,28	13
	Experienced	Agents of Change (Induction)	½				28	19	21	28		1	6	10,29	11
		Sales Workshops	½	24		29@9am 29@2pm	26@9am 26@2pm		19@9am 19@12pm	26@9am 26@12pm	30@9am 30@12pm		4@9am 4@12pm	8,27	12@9am 12@12pm
	Shared Knowledge Panels	½						28		16	14		23		
Property Management	New	Property Management Program	2		20	17				12-25				21-28	
		Graduate Day	1												
	Experienced	Property Management Workshops	½						13			26	4		
		Shared Knowledge Panels	½												
Administration	Office Administration Webinar	1hr		26@3	26@3	30@3		25@3	30@3	31@3	28@3		1@3		
	Personal Assistants Workshops	½		28@9:30									28@9:30		
Leadership	Leaders of Change	½													
	Leadership Program Workshops	2				10-12						9-11			
	Expert Panels	½													
	Future Leader Events	-				12				15		11			
Auction	Auction Program	2				20		29		11					
	Auction Workshops	½													
Specialist	Technology Workshops	½	26@9:30 26@1:30	16@9:30 16@1:30	21@9:30 21@1:30	20@9:30 20@9:30	28@9:30 28@1:30	26@9:30 26@1:30	24@9:30 24@1:30	29@9:30 29@1:30	14@9:30 14@1:30		29@9:30 29@1:30		
	Commercial Workshops	½			15-16										
	Rural Workshops	½									13				
	Recruitment Event	-							6	10	7	5	8		
	Quarterly and Annual Awards	-						4		27		26			