

		Course	Days	Jan	Feb	Mar
All Roles		Harcourts and You	½		21: Harcourts and You	
Sales	New	Law & Documents	1			4: Assessment Day
		Sales Program	4			5: Day One 6: Day Two 7: Day Three 8: Day Four
		Graduate Day	1		20: Graduate Day	
	Experienced	Sales Workshops	½		21: Prospecting	
		Shared Knowledge	½			
Property Management	New	Property Management Program	2			
	Experienced	Property Management Workshops	½			
		BDM Club	½			
Administration		Office Administration Program	1			
		Personal Assistants Workshops	½			13: Personal Assistants Workshop
Leadership		Leadership Program Workshops	½ - 1			
		Shared Knowledge	½			
		Future Leader Events	-			
Auction		Auction Program	1 - 2			
		Auction Workshops	½			
Specialist		Technology Workshops	½		27: H1 Introduction 27: H1 Advanced 28: Apps 28: Website	14: Intro to Facebook 14: How to use MailChimp
		Quarterly and Annual Awards	-		13: Quarter three Awards	