

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½	24			30			8			7	
Sales	New	Law & Documents	1											
		Sales Program	3		6 – 8				12-14					13-15
		Graduate Day	1											
	Experienced	Sales Workshops	½			27	10			24			17	
		Shared Knowledge	½											
Property Management	New	Property Management Program	2			4 – 5		15-16				23-24		
	Experienced	Property Management Workshops	½					20		28				
		BDM Club	½											
Administration	Office Administration Program	1			13						17			
	Personal Assistants Workshops	½			27									
Licensing	Property Representative Course	3	30 Jan – 1 Feb	25 – 27	20 – 22		8-10	5-7	1-3	31-2	4-6 25-27	30-1	20-22	
	Sales Enabling Course	½		11 – 12										
	PM Enabling Course	-		4										
Auction	Auction Program	2												
Specialist	Technology Workshops	½												
	Commercial Workshops	½												
	Rural Workshops	½												
	Kick Start	-		20										
	Quarterly and Annual Awards	-		20			10		24			17		