

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>All Roles</b>	Harcourts and You	½	25		15		10		12		20		22		
<b>Sales</b>	<b>New</b>	Law & Documents	1												
		Getting Started the Harcourts Way	4		7-10		4-7		13-16		29 Aug - 1 Sep		17-20		5-8
		Graduate Day	1		1	23		18		26			12	30	
	<b>Experienced</b>	Agents of Change	½	25		15		10		12		20		22	
		Sales Workshops	½		2	8	12	24	21	19	23	13	11	8	
		Shared Knowledge Panels	½												
<b>New &amp; Exp.</b>	Technology Workshops	½	11	14	1	12 & 21	17	21 & 23		2 & 16	28	26		15	
<b>Property Management</b>	<b>New</b>	Property Management Programme	2 or 3				27 Apr - 4 May			27 Jul - 3 Aug				21-28	
		Graduate Day	1												
	<b>Experienced</b>	Property Managers of Change	½												
		Property Management Workshops	½	19		9			8		24			2	
		Shared Knowledge Panels	½		21			17			17				7
	<b>New &amp; Exp.</b>	Technology Workshops	½	11	14	1	12 & 21	17	21 & 23		2 & 16	28	26		15
<b>Administration</b>	Office Administration Programme	1		22				28				4			
	Personal Assistants Workshops	½													
	Buyers Assistants Workshops	½													
	Technology Workshops	½	11	14	1	12 & 21	17	21 & 23		2 & 16	28	26		15	
<b>Leadership</b>	Leaders of Change	½													
	Leadership Programme Workshops	½ - 1			16			29			21				
	Expert Panels	½													
	Future Leader Events	-		3					14				29		
	Technology Workshops	½	11	14	1	12 & 21	17	21 & 23		2 & 16	28	26		15	
<b>Auction</b>	Auction Programme	1 - 2			2				5		27				
	Auction Workshops	½													
<b>Specialist</b>	Commercial Workshops	½													
	Rural Workshops	½													
	Mortgage Express Workshops	½													
	Recruitment Event	-													
	Quarterly and Annual Awards	-		16			6			16					