

		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
All Roles		Harcourts and You	½		23				8		16			6		
Sales	New	Law & Documents	1													
		Getting Started the Harcourts Way	4													
		Graduate Day	1		22					7		15			8	
	Experienced	Agents of Change Induction	½		23					8		16			6	
		Sales Workshops	½		21	8@9am 8@2pm	10@9am 10@2pm	15@930 15@130	6@930 6@130	13@930 13@130	14@930 14@130	11@930 11@130	12@930 12@130	7@930 7@130		
		Shared Knowledge Panels	½													
New & Exp.	Technology Workshops	½		10		11, 26@930 26@130		9, 30@930 30@130	5		13@930 13@130		3@930 3@130, 15, 23@930 23@130			
Property Management	New	Property Management Programme	2 or 3				10-20		12							
		Graduate Day	1													
	Experienced	Property Managers of Change	½													
		Property Management Workshops	½							8, 14	6, 7					
		Shared Knowledge Panels	½													
New & Exp.	Technology Workshops	½														
Administration	Office Administration Programme	1			30											
	Personal Assistants Workshops	½					18						18			
	Buyers Assistants Workshops	½														
	Technology Workshops	½														
Leadership	Leaders of Change	½														
	Leadership Programme Workshops	½ - 1														
	Expert Panels	½														
	Future Leader Events	-														
	Technology Workshops	½														
Auction	Auction Programme	1 - 2														
	Auction Workshops	½														
Specialist	Commercial Workshops	½										14				
	Rural Workshops	½			1				14							
	Mortgage Express Workshops	½									1					
	Quarterly and Annual Awards	-						9			1		31			