

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