

		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>All Roles</b>		Harcourts and You	½	24		14		25	16		15	14		16	
<b>Sales</b>	<b>New</b>	Law & Documents	1	30		20	28		5		25		9		4
		Getting Started the Harcourts Way	4	31 - 3		21-24		2-5	6-9		28-31		10-13		5-8
		Graduate Day	1	18		16		11			14		5	30	
	<b>Experienced</b>	Agents of Change	½	24		14		25	16		15	14		16	
		Sales Workshops	½	25		8				21	19		27		1
		Shared Knowledge Panels	½												
<b>New &amp; Exp.</b>	Technology Workshops	½		8	15	27	17	13	18	30	12	26	14	11	
<b>Property Management</b>	<b>New</b>	Property Management Programme	2		21-22						8-9			28-29	
		Graduate Day	1												
	<b>Experienced</b>	Property Managers of Change	½			14					15	14		16	
		Property Management Advanced	½			2						21			5
		BDM Club	½	19			27		29					12	
	<b>New &amp; Exp.</b>	Technology Workshops (incl in H1)	½		8	15	27	17	13	18	30	12	26	14	11
<b>Administration</b>	Office Administration Programme	1		14				18				20		9	
	Personal Assistants Workshops	½													
	Buyers Assistants Workshops	½													
<b>Leadership</b>	Leaders of Change	½													
	Leadership Programme Workshops	½ - 1										15	4	28	
	Bus Owner Retreat	1½								20-21					
	Bus Owner Meeting	½											4		
	Bus Owners Christmas event	½													1
	Auction Workshops	½		23								21			
<b>Specialist</b>	Walk a Mile (Foundation /event)	½										1			
	Top Performers Event	½							22						
	Top 50 Sales Event			15					14						
	Recruitment Event (Career Information)	-		28			11	23		4		12		14	
	Quarterly and Annual Awards	-		9				13			10		19		