

|                            |                                   | Course                            | Days | Jan | Feb   | Mar | Apr | May   | Jun | Jul | Aug   | Sep     | Oct | Nov   | Dec |  |
|----------------------------|-----------------------------------|-----------------------------------|------|-----|-------|-----|-----|-------|-----|-----|-------|---------|-----|-------|-----|--|
| <b>All Roles</b>           |                                   | Harcourts and You                 | 1/2  |     | 15    |     |     |       |     |     | 23    |         |     | 15    |     |  |
| <b>Sales</b>               | <b>New</b>                        | Law & Documents                   | 1    |     | 11    |     | 30  |       |     |     | 19    |         |     | 11    |     |  |
|                            |                                   | Getting Started the Harcourts Way | 3    |     | 12-14 |     | 1-3 |       |     |     | 20-22 |         |     | 12-14 |     |  |
|                            |                                   | Graduate Day                      |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            | <b>Experienced</b>                | Agents of Change                  |      |     | 15    |     |     |       |     |     | 23    |         |     |       |     |  |
|                            |                                   | Sales Workshops                   |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
| <b>New &amp; Exp.</b>      | Technology Workshops              |                                   |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
| <b>Property Management</b> | <b>New</b>                        | Property Management Programme     |      |     |       |     |     |       |     |     |       | 4,11,18 |     |       |     |  |
|                            | <b>Experienced</b>                | Property Managers of Change       |      |     | 15    |     |     |       |     |     | 23    |         |     |       |     |  |
|                            |                                   | Property Management Advanced      |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            |                                   | BDM Club                          | 1/2  |     | 5     |     | 4   |       | 6   |     | 6     |         | 2   |       |     |  |
| <b>New &amp; Exp.</b>      | Technology Workshops (incl in H1) |                                   |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
| <b>Administration</b>      |                                   | Office Administration Programme   | 1/2  | 31  |       |     |     |       | 12  |     |       |         |     | 7     |     |  |
| <b>Leadership</b>          |                                   | Interfirms                        |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            |                                   | Connection day with Bus Owners    |      |     |       | 28  |     |       |     | 25  |       |         | 24  |       |     |  |
|                            |                                   | Bus Owners Christmas event        |      |     |       |     |     |       |     |     |       |         |     |       | 5   |  |
|                            |                                   | PM Think Tank                     |      |     |       | 7   |     |       | 20  |     |       | 18      |     |       | 12  |  |
| <b>Auction</b>             |                                   | Auction Program                   |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            |                                   | Auction Workshops                 | 1/2  | 23  |       | 13  |     |       | 19  |     | 7     |         | 9   |       |     |  |
|                            |                                   | Auctioneering coaching            |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            |                                   | Auctioneer Competition            |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
| <b>Events</b>              |                                   | Conference                        |      |     |       |     |     | 27-29 |     |     |       |         |     |       |     |  |
|                            |                                   | Walk a Mile (Foundation /event)   |      |     |       |     |     |       |     |     |       | 30      |     |       |     |  |
|                            |                                   | Top Performers Event              |      |     |       |     |     |       | 16  |     |       |         |     |       | 8   |  |
|                            |                                   | Shared Knowledge Panels           |      |     |       | 21  |     |       |     | 13  |       |         | 12  |       | 21  |  |
|                            |                                   | Sales events KICK START           |      |     |       | 20  |     |       |     |     |       |         | 5   |       |     |  |
|                            |                                   | Career Information Event          |      |     |       |     |     |       |     |     |       |         |     |       |     |  |
|                            |                                   | Quarterly and Annual Awards       |      |     |       | 14  |     |       |     |     |       | Day 8   | 30  |       |     |  |