

Course			Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles		Harcourts and You	½			8	26		4	9	30		16		4
Sales	New	Agents Representative	3		19-21	19-21	16-18	16-18	12-14		6-8	3-5	2-4 29-31	26-28	17-19
		Law & Documents	1												
		Getting Started the Harcourts Way	4		Feb 5– Apr 30		Apr 12 - May10		Jun 29 -Jul 20				Oct 10 – Nov 7		
		Graduate Day	1							10	30			9	
	Experienced	Agents of Change (Induction)	½			13			28			19			10
		Sales Workshops	½		1	7	23			16		12	15		
		Shared Knowledge Panels	½		2		13		8		10		5		7
Property Management	New	Property Management Program	2			5 & 6			5 & 7		27 & 28				11 & 13
		Graduate Day	1												
	Experienced	Property Management Workshops	½		6	27		15	19	19		13	23	29	
		Shared Knowledge Panels	½		13		10		19		14		11		6
Administration		Office Administration Program	1		16			22			20			19	
Leadership		Leaders of Change	½												
		Leadership Program Workshops	½		2	1		2 24			13		9	14	
		Expert Panels	½							3	23				
		Future Leader Events	-												
Auction		Auction Program	2						27	4					
		Auction Workshops	½												
Specialist		Technology Workshops	½		22, 27	14, 22 26, 28	5, 9	1, 8, 9, 14	18, 20, 26	5	2, 15, 21	6, 11, 20, 24	8, 22	8, 13, 15, 20	5, 12
		Commercial Workshops	½												
		Rural Workshops	½												
		Recruitment Event	-												
		Quarterly and Annual Awards	-		8		28			18				1	