

		Course	Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
<b>All Roles</b>		Harcourts and You	½		8			17				4		22		
<b>Sales</b>	<b>New</b>	Certificate of Registration Course	2	24-25	14-15	28-29	22-23	23-24	27-28	25-26	22-23	18-19	17-18	14-15	4-5	
		Sales Program	3		4-6		4, 11	2				5-7			18-20`	
		Graduate Day	1							26				11		
	<b>Experienced</b>	Sales Workshops	½		19						4, 5,17	27	26	24		11
		Shared Knowledge	½			22	9	15			10	15		16	7	
<b>Property Management</b>	<b>New</b>	Property Management Program	2			7-8		22			21			13		
	<b>Experienced</b>	Property Management Workshops	½		7	18	10, 12		17	18		20	16	12		
		BDM Club	½						8			8			22	
<b>Administration</b>		Office Administration Program	1					10						26		
		Personal Assistants Workshops	½								16			28		
<b>Leadership</b>		Leadership Program Workshops	½ - 1							11						
		Shared Knowledge	½								5					
		Future Leader Events	-													
<b>Auction</b>		Auction Program	1			27	3				21, 30					
		Auction Workshops	½										3, 17			
<b>Specialist</b>		Technology Workshops	½		13	20		1	19		1, 29		3	22		
		Commercial Workshops	½													
		Rural Workshops	½													
		Recruitment Event	-													
		Quarterly and Annual Awards	-		19				4,			15			7	