

Course		Days	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
All Roles	Harcourts and You	½												
Sales	New	Law & Documents	1		18				22					
		Getting Started the Harcourts Way	3		19-21				23-25			28-31		
		Graduate Day												
	Experienced	Agents of Change												
		Goal Setting – Beyond Bronze	½					16						
		Goal Setting – Achieving Silver	½					20						
		Goal Setting – Going for Gold	½					21						
	Workshop – Back to Basics Sales Performance	1							15					
New & Exp.	Technology Workshops	TBA												
Property Management	New	Property Management Programme												
	Experienced	Property Managers of Change												
		Property Management Advanced												
		BDM Club	½		13		15		17		18		27	
New & Exp.	Legislation Study Group	½		6		8		10		11		20		
Administration	Office Administration Programme	½												
	Customer Service Workshop	½				4								
Leadership	Interfirms	2										TBA		
	Connection day with Bus Owners	1												
	Bus Owners Christmas event	½												13
	PM Think Tank												6	
Events	Conference	3					27-29							
	Walk a Mile (Foundation /event)	1								30				
	Top Performers Event													
	Shared Knowledge Panels													
	Sales events KICK START	1		15			7							
	Career Information Event													
	Quarterly and Annual Awards			15			4			8			22	