

# Focus on Executives 2024

## 16-17 May | Malta

### Day 1, Wednesday, 15th May

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**19:30 - 23:30**

*Welcome Dinner*

### Day 2, Thursday, 16th May

#### Track 1: Client Acquisition 2024 - A Practical Playbook | Robert Martin

**9:00 - 9:30**

*Open Registration & Welcome Coffee*

**9:30 - 9:45**

*Event Opening*

**9:45 - 11:15**

*Laying the Foundations - Defining Our Niche*

**11:15 - 11:45**

*Coffee Break*

**11:45 - 13:15**

*Uncovering Opportunities*

**13:15 - 14:30**

*Lunch*

**14:30 - 16:00**

*Closing Deals - Expanding Relationships*

**16:00 - 16:30**

*Coffee Break*

**16:30 - 17:15**

*Group discussions*

**20:00 - 0:00**

*Networking Dinner*

### Day 3, Friday, 17th May

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## **Track 2: Leading for Success: Making Business Growth Your Ultimate Goal | Kimberley Harris**

**9:15 - 9:45**

*Morning Coffee*

**9:45 - 11:00**

*Catalysts for Growth: Unearthing the Drivers of Business Expansion*

**11:00 - 11:30**

*Coffee Break*

**11:30 - 12:45**

*Understanding Barriers: The Power of Fear and How to Overcome It*

**12:45 - 14:00**

*Lunch*

**14:00 - 15:00**

*Futurising Business: Understanding Your Why*

**15:00 - 16:00**

*Panel Session - Innovative Partnerships: Solutions for Leveraging Technology and Diversifying Services*

Marija Jestic

Diego Mosca

Maii Abdel-Wahab

**16:00 - 16:30**

*Recap & Event Closing*

**16:30 - 17:00**

*Closing Drinks*