



The Institute of Certified Public Accountants of Cyprus (ICPAC)

Agenda for the seminar:

“PROFESSIONAL NETWORKING - MAKE IT EASY, MAKE IT WORK.”

Taking your Business & your Career to the Next Level

Time / Duration	Session
08:30 – 09:00	Registration
9:00 – 10:30	1. Network Like a Pro! – Making the First Move • What’s in it for You? – Learn why networking is crucial for growth. • Kickstarting Conversations – Discover Andy Bounds’ simple 4-step conversation model: IN-THEM-ME-OUT for smooth, confident exchanges. • Hands-On – Quick role-play drills to ease into conversation and leave a lasting impact.
10:30 – 11:00	Coffee Break
11:00 – 12:30	2. Nail Your Pitch – Stand Out, Get Noticed! • Pitch with Purpose – Craft a clear, engaging elevator pitch that opens doors. • The ‘After’ Effect – Show others the difference you make with the benefits-focused approach. • Mini Workshop – Participants draft, share, and polish their pitches in real time. 3. Networking that Boosts Your Career – Be Strategic, Get Ahead! • Network with Purpose – Set clear goals and align your network with career dreams. • Find Your Key Players – Identify contacts who matter to your growth.



	• Ready, Set, Network! – Craft a personal action plan with steps to make your network work for you.
12:30 – 13:30	4. Follow Up, Stand Out – Turn Connections into Relationships • The Power of Follow-Through – Keep connections alive with timely follow-ups. • Magic Phrases – Use Andy’s top networking phrases to build rapport. • Share & Learn – Group brainstorm on creative ways to keep connections strong.

Duration of Day: 4,5 hours (break included), corresponding to **4 CPDs**

Instructor:

Antigoni Marinou | FCA GCDF CT CSMM MSc BA(Str) | The Rokket Project

A Fellow Chartered Accountant who has served from high level positions in the Banking, Education, Services and Consulting industries.

She has the capability of transforming seemingly complicated notions into actionable tools, while making every minute fun, through a challenger mindset

Full bio:

Antigoni Marinou is a Career Coach, Trainer, a Keynote Speaker and a Professional Advancement Coach. She delivers coaching in a fashion made for real people and backed by 20+ years of experience. She started it all, while simultaneously running a €30M Private Banking Operation at the largest Bank on the island while previously being the Business Development Manager at a Group of Companies listed in the stock exchange and working for a Big 4 Audit Firm.

She is a Fellow Chartered Accountant, a Certified Career Development Facilitator, a Certified Trainer and holds Master and bachelor’s degrees in Strategy & Investment Banking from renowned Universities in the UK.

Her academic and professional record do not however grant her proof of what she does when she Coaches People, Delivers Trainings & Keynote Speeches. The 2.500 experienced professionals, students, university student and graduates coached towards fantastic career paths, the 850+ seminars at hand with more than 9,700 people trained by her and her team coupled with the A* reviews at hand, can say a lot about what you are getting yourselves in for, when signing up for any of the Rokket Services.



With a true passion for tangible results and a strong work ethic towards delivering value to every single person separately have granted her collaboration with the much prestigious Ministry of Finance, Ministry of Defence, Ministry of Health, The Cyprus Police Academy & Fire College, Tax Department and Treasury of the Republic of Cyprus. She also has excellent bonds and brought results with Organisations in the Finance Industry, the Real Estate Industry, Forex Industry, the HORECA Industry and many more.

She loves transposing seemingly theoretical notions into tangible takeaway tools and she does it while making people enjoy every minute of it. Hence she is obsessed with embracing Youngsters' Dreams, University Students' Goals and Experienced People's strategic steps for career advancement!