

Fast Track 2023 Program

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DALTONHANDLEY



Members who complete the full program will be eligible for the ICON Fast Track 2023 badge.

SESSION 01

NSW - 21 MARCH
QLD - 22 MARCH
VIC - 23 MARCH
ONLINE - 24 MARCH

Join your local chapters for our opening session **IN PERSON**.

A great opportunity to network with speakers and other Fast Track participants, we'll also be leading a discussion on relationships and "What is the role of BD & Marketing in Professional Services firms?"

SESSION 02 27 MARCH



KEITH DUGDALE
THE BUSINESS OF TRUST

Keith will share how to better **INFLUENCE** leaders in the business through:

- adapting your behaviour to different types of people
- asking questions which help you engage with leaders
- being seen as a critical person for the business strategy

SESSION 03 18 APRIL



WARWICK ABSOLON
PWC



AMANDA FONG
BUILD-APPS



DANIELLE DE AMICIS
SAS

In this panel session and workshop, participants will hear from industry leaders on how to identify, develop and pitch **OPPORTUNITIES**. They'll share how they've done so in their own careers, and what they look for in the people in their teams.

READ THE FULL PROGRAM DESCRIPTIONS AT
[ICONAPAC.COM](https://iconapac.com)

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SESSION 04

11 MAY



CLIFFORD MORGAN
LUMIAN CONSULTING



CHERYL LEE
HERBERT SMITH FREEHILLS

Clifford will host a fireside chat with Cheryl from HSF on **COLLABORATION**. Using frameworks from his book **The Coaching Leader** to share the essential skills to enhance your leadership and develop your people every day.

SESSION 05

24 MAY



JANINE SCOTT
THE GAP COLLECTIVE

Janine will share key insights from her 3 Pillars of Influence program about how to create impact and demonstrate value using your **NETWORK** and those who are important to your success.

SESSION 06

14 JUNE

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- Halina Kochanowicz, Chief Commercial Officer at IPH Limited, former BD Director at Corrs and Head of BD KWM.
- Belinda Coles, Head of Business Development and Marketing Australia at DLA Piper
- Daniel Quinn, Co-Chief Marketing Officer at Gilbert + Tobin
- Rory Grant, Co-Chief Marketing Officer at Gilbert + Tobin

A **BONUS CMO PANEL** hosted by our sponsors, the CMOs will share insights and tips on how individuals can fast track their career to the next level with real-life examples on what they look for when hiring and promoting their team. They might even share some personal tips on how they made it to the top!

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