

# LEADERSHIP SUMMIT

*Time out to work on your business*



**BARCELONA  
14-16TH  
SEPTEMBER**

## **Hotel transfer**

**You can easily get a taxi from the airport to the hotel and the journey will take around 30 minutes,**

## **Hotel**

**You will be staying at Seventy Hotel. The address is C/ de Còrsega, 344, 352, 08037 Barcelona.**

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## **14th September**

- 7am**            **Sea swim or paddleboard (optional, please book in with Nick)**
- <9 am**           **Breakfast at hotel**
- 9:00 am**        **Head to Artchimboldi. The address is Rosselló 231, 2nd floor**
- 9:30-11 am**    **Nick Patrick - Understanding Exit and building a focused growth plan**
- 11-1pm**         **Matt Garman - Stepping away from founder-led sales**
- 1-3pm**           **Lunch at venue**
- 3-4:30pm**      **Mark Sampson - What makes you 'you'?**
- 4:30-5:15pm**   **Nick Patrick - The future is RevOps, the secret weapon in your business**
- 5:15 - 8pm**     **Downtime/121 with Growth Experts**
- 7pm**             **Drinks and networking in the hotel bar (optional)**
- 8:30pm**         **Dinner at Telefèric with our growth experts Tony Anagor and Dominique Ede. The address is Avinguda Miramar, 30, 08038.**

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## **15th September**

**7am** Sea swim or paddleboard (optional, please book in with Nick)

**9am** Breakfast at hotel

**9-9:45am** Table topics with our growth experts focusing on Sales, Messaging and Growth frameworks (hotel lounge)

**9:45am** Take a taxi to the port (Port Olímpic, Mooring 1539/1540, 08005)

**10am-1pm** Lessons from the Atlantic: what rowing & business have in common, with Matt Garman - onboard TUR TUR Catamaran. Debrief, actions and networking. Refreshments, snorkeling and stand up paddle board available.

**1pm-3pm** Lunch at Agua (Pg. Marítim de la Barceloneta, 30, 08003)

**3pm** Downtime/city business walk & talk

**8pm** Dinner at Windsor with our growth experts Tony Anagor and Dominique Ede. The address is C/ de Còrsega, 286, 08008

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## **Workshop and speaker information**

**NICK PATRICK - understanding EXIT and building a focused growth plan**

**Starting with the end in mind, we guide you through the changing market for exit and the areas you want to consider for your own journey**

**DOMINIQUE EDE - Revenue Operations: the secret weapon in your business**

**In this session we highlight what RevOps is, why its so important and how to start integrating this into your business to start gaining competitive advantage.**

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### **MATT GARMAN - Stepping away from founder-led sales**

**Stepping away from founder-led sales should be a planned process not a costly abdication that takes the business backwards. In this hands-on workshop we explore why this so often fails and step through how to avoid the mistakes others make and build a high performing function, including:**

- **Scoring your sales function**
- **Processes you need in place and what good looks like**
- **Effective management and measurement strategies**
- **Cost considerations for building a sustainable, highly efficient sales function**

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## **Workshop and speaker information**

**MARK SAMPSON - What makes you 'you'?**

**Your growth is predicated on getting more of the right people to choose you. But have you ever stopped to consider who 'you' actually are? Without a clear lens, anyone with talent can look like a good hire, and anyone with money can look like a good client. Mark will explore what makes you unique, and how you can use it to unlock your potential.**

## **Guest Speakers in attendance**

**Tony Anagor who will be talking about emotionally intelligent negotiating and Dominique Ede, our resident RevOps specialist.**

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**16th September**

**Depart from the hotel at your leisure.**

**Any problems please contact Nick on 07813 063637 or  
Kate on 07799 254668.**

Our retreats enable founders and leaders to take a breather from the day-to-day to learn from peers and help solve your challenges.

We provide deep insight, education and actionable plans, tailored to your needs, in an environment that enables you to dedicate time to work 'on' the business, in some of the greatest cities on earth.

