



MEMBER RELATIONS EMPOWERED

When it comes to turning contacts into clients, effective communication is key. Empowered communication is a strategic approach that emphasizes clarity, confidence, and connection. Today, in a rapidly changing business landscape, empowerment in business can be a solution to boost productivity and enhance motivation.

Turning contacts into clients requires a strategic approach that focuses on building relationships, understanding needs, and providing value. Listening to our members' challenges is a crucial component of our approach. This allows us to thoughtfully tailor business plans, ensuring that we address your immediate concerns and align with your long-term goals. Ultimately, our commitment to success enhances satisfaction and loyalty.

The role of our Members Relations Manager will be to collaborate with you towards achieving your goals. The aim is to leverage complementary strengths, resources, and expertise, fostering innovation and enhancing operational efficiency. Additionally, we can facilitate access to new markets and customer bases, enhancing growth potential and competitive advantage.

“Coming together is the beginning; keeping together is progress; working together is success.”
Edward Everett Hale

DELPHI ALLIANCE
NEWSLETTER

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HIGHLIGHTS



Delphi Alliance Announces Members' Relations Manager

Delphi Alliance is thrilled to announce the newest addition to its team, Mrs. Marianna Petridou, who will be undertaking the role of the "Members' Relations Manager".

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This is Delphi Alliance: Creating Alliances Ventures for its Members!

Delphi Alliance is proud to announce a significant collaboration between two of its esteemed members, Infocredit Group from Cyprus and Radix from Malta.

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Member Showcase

Law Firm "Trojani & Partners" is a legal consultancy and advocacy firm that is founded in Albania in 2011. The purpose of the law firm is to protect the legal interests of its clients maximally and honestly.

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CEO'S MESSAGE

As we move towards the summer break of the season, we are getting prepared for the comeback of the next part of the year.

With tailor made business plans for each member, with the assistance and co ordination of our Member's Relations Manager, Mrs Marianna Petridou, who will be contacting all members on a 1-2-1 basis and work together on how to maximise their benefits within the Alliance and assist to turn contacts into clients.

And that is not all. Get ready for a local meeting in Malta and a UK presentation in November for this year.

Christos S. Christodoulou
CEO



MEMBER'S RELATIONS MANAGER MESSAGE

Proud to be part of Delphi Alliance, a network of well-established professionals with unlimited opportunities for business growth.

In my new role the only task is our frequent communication and the development of tailor-made business plan, where your objectives, goals and targets will be set.

Let's grab the opportunity to fully understand and utilize the network's potential. Looking forward to our productive meetings.

Wishing you all a great summer holiday!

Marianna Petridou
Members' Relations Manager



DELPHI ALLIANCE ANNOUNCES MEMBERS' RELATIONS MANAGER



Delphi Alliance is thrilled to announce the newest addition to its team, Mrs. Marianna Petridou, who will be undertaking the role of the "Members' Relations Manager". Marianna brings a wealth of experience and a passion for building strong, supportive communities.

In this role, Marianna will be dedicated to growing and nurturing the relationships between all our valued members (locally in each country and globally). She will be your "go-to resource" for connecting you with other members, promoting your needs, facilitating referrals, and ensuring everyone feels supported and engaged within our Alliance.

Marianna has an educational background in Marketing (BA) and Human Resources (MBA). She was a Customer Relationship Officer, with more than 10 years of experience, responsible for establishing and maintaining positive relationships with customers, identifying opportunities for business growth, and resolving customer complaints. She has excellent communication and problem-solving skills.

We are confident she will be an invaluable asset in fostering a thriving and connected community.

THIS IS DELPHI ALLIANCE: CREATING ALLIANCES VENTURES FOR ITS MEMBERS!

Radix & Infocredit collaboration

Delphi Alliance is proud to announce a significant collaboration between two of its esteemed members, Infocredit Group from Cyprus and Radix from Malta. These industry leaders have united to introduce groundbreaking Compliance and Consultancy services designed to elevate their customers' compliance and operational efficiency.

Infocredit Group, a leader in risk management solutions, and Radix, a pioneer in regulatory technology, have combined their extensive expertise and cutting-edge technology to create a seamless and robust KYC (Know Your Customer) process. This innovative solution is set to significantly enhance customers' compliance and operational capabilities.

This collaboration highlights Delphi Alliance's main scope in fostering synergies and strategic alliances among its members, both locally and globally, empowering them to achieve growth and success. The partnership between Infocredit Group and Radix positions their regulatory compliance consultancy services and solutions as revolutionary tools in the compliance landscape.

Clients can now look forward to enhanced operational workflows, improved security measures, and unwavering compliance with regulatory requirements, thanks to the integrated solutions provided by Infocredit Group and Radix.



**Here's to a future of innovation
& superior service in
compliance solutions!**



InfocreditGroup



radix

About Infocredit Group:

Infocredit Group, a leader in risk management solutions, brings a wealth of expertise and innovative technology to this collaboration. Our combined efforts aim to provide seamless KYC processes, ensuring robust compliance and greater efficiency for our clients.

About Radix:

The RADIX team is made up of various professionals coming from different backgrounds who have come together to provide a comprehensive array of services to their clients. Their aim is to provide a personalized approach and being always reachable to their clients.

About Delphi Alliance:

Delphi Alliance is an alliance of professionals and companies dedicated to promoting innovation, collaboration, and excellence in various industries. By bringing together leading experts and cutting-edge solutions, Delphi Alliance aims to drive growth and success for its members and their clients.

MEMBERS NEWS

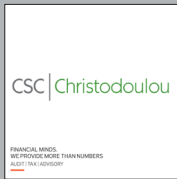


Infocredit Group is excited to announce its sponsorship of the ICA Future of FinCrime and Compliance Summit, hosted by the ICA association, which is a premier event where senior compliance and financial crime prevention leaders convene to address new and emerging risks. Scheduled to take place on May 16, 2024, at the Leonardo Royal Hotel, London Tower Bridge, this conference is poised to become a catalyst for industry innovation and collaboration.



Radix is proud to announce that Anton Dalli will be participating in the #Consensus2024 conference, set to take place from May 29th to 31st in Austin, Texas. This key industry event, hosted by CoinDesk, is a cornerstone for blockchain, crypto, and Web 3.0 communities.

Join us as we explore the future of digital finance and technology!



We are thrilled to announce that we have received the prestigious Great Place to Work® Certification! Especially during our 20 years milestone. This recognition is a testament to the incredible culture and amazing team spirit that define our workplace.

Source: 2024 Great Place to Work Trust Index® Survey



We are thrilled to announce that MAP IT has been awarded the title of "Fastest Growing Partner in Greece, Cyprus & Malta" at the SAP Partner Summit for SMEs in Madrid! This incredible recognition is a testament to our team's dedication, hard work, and unwavering commitment to delivering exceptional solutions to our clients.



We are delighted to share that our expert team lawyers, Iro Petrou and Myria Pornari, have been featured in the esteemed Legal Business Dispute Yearbook 2024 published by Legal 500! Their insightful Q&A delves deep into the trends and sectors shaping the dynamic landscape of the Cyprus disputes market.



For two decades, IAS SA has been at the forefront of innovation and customer satisfaction. In April, they celebrated their 20th anniversary by organizing an event for their employees to thank everyone for being part of their journey.



Happy 28th Anniversary, CPM!

It's difficult reaching these milestones without our team support. Their hard work and dedication to company goals have inspired us to set more ambitious targets that will deliver strategic advantages for our company.



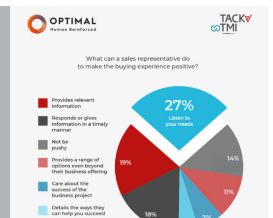
Wondering about insurance for self-employed in Bulgaria?

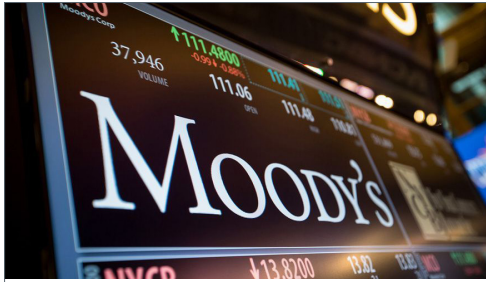
Get all the 2024 insights in our latest article! From obligations to calculations, we've got you covered.



Optimal & Tack TMI are introducing the 8th edition of Buyers' View of Salespeople Report!

Tack TMI has been diving deep into buyer perspectives to empower sales pros. Understanding buyer preferences is key in today's business world.

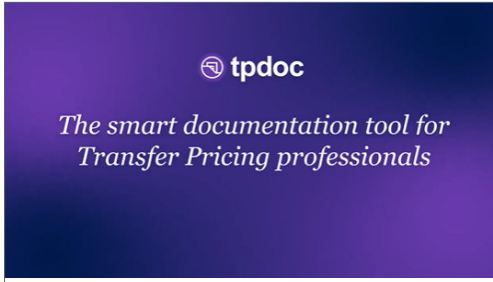




Moody's "clears" the name of Cyprus

- They give a positive message to markets and investors
- Credits to the settled fiscal policies
- But there are also "shadows" - Wages and health costs
- Valuations: Tool for investment and financial decisions

Brief



TPdoc provides a central platform for all your key transfer pricing documentation workstreams. Its workflow management features offer a series of sequential tasks that enable you to execute the transfer pricing documentation process faster and more efficiently!



We have expanded our product portfolio to include BI reporting and analytics

We are thrilled to announce the launch of our Konsolidator BI® department! This new department is dedicated to advanced reporting and analytics, enhancing our value proposition and supporting our customers' entire consolidation process from the closing of the books to comprehensive financial reporting.



Keeping up with KYC/AML regulations can be a challenge.

Discover how Infocredit Group simplifies the process and frees you to focus on growing your business



Access the UK's largest legal database and actionable guidance - all in one platform with Lexis+.



Did you know that Client Relationship Management (CRM) is not a single software solution?

CRM is a strategy and can be used for a variety of client service enhancements, including Making Tax Digital (MTD).



28th Annual Economist Government Roundtable

Greece's most prestigious 3 day event. Brought to you by one of the world's most prominent media groups, The Economist.



Gazzetta's research on sportswashing was included by AIPS (International Sports Press Association) in the Top-10 of the "writing best column" category for 2023!



■ Goldmine International

Operating as a cryptocurrency exchange in Cyprus involves navigating a regulatory landscape marked by intricate licensing requirements.

Read the article on the link below:

<https://www.delphialliance.com/post/cyprus-investment-firms-licensing-adapting-to-mi-fid-and-mica>

■ Opium Works

Influencer-based campaigns are all the rage in 2024, with multiple brands of all sizes and backgrounds implementing them in your marketing strategy.

Read the full article here:

<https://www.delphialliance.com/post/influencer-campaigns-that-went-viral-what-we-can-learn>

■ Eurofast International

Bulgaria, like many other countries, has implemented robust Anti-Money Laundering (AML) and Counter-Terrorist Financing (CFT) legislation to enhance transparency and combat financial crimes.

Read more about it on the link below:

<https://www.delphialliance.com/post/understanding-ultimate-beneficial-ownership-ubo-in-bulgaria>

■ Opium Works

Marketing is an ever-changing affair that waits for no one. Depending on global developments, new technologies and pioneering ideas, marketing practices may change overnight.

Read the article here:

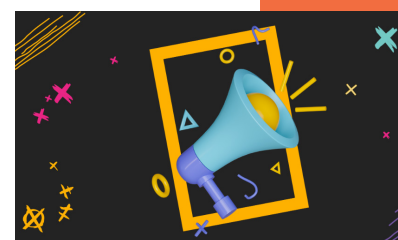
<https://www.delphialliance.com/post/the-state-of-influencer-marketing-in-2024>

■ International Accounting Bulletin

ACCA (the Association of Chartered Certified Accountants) has announced that it welcomes the new proposals to clear the 'huge' backlog in local authority audits.

Read more on the link below:

<https://www.delphialliance.com/post/acca-expresses-support-for-short-term-plan-to-clear-local-authority-audit-backlog>



BUILDING A COMMUNITY ON SOCIAL MEDIA

Take advantage of the Delphi Alliance Community: Why It Matters and How to Do It

In today's digital age, social media isn't just about broadcasting messages or advertising products—it's about creating meaningful connections and fostering a sense of community. Building a strong social media community is essential for any business looking to cultivate loyal customers, drive engagement, and achieve long-term success. Here are some practical steps to create and nurture your social media community.

1. Create Valuable Content

- **Quality Over Quantity:** Focus on creating high-quality, valuable content that resonates with your audience. This can include articles, videos, infographics, and more.
- **Engaging Formats:** Use a mix of content formats to keep things interesting. Live videos, stories, polls, and Q&A sessions can drive engagement.

As you know Delphi Alliance shares all your important posts and articles, earning you even more exposure.

2. Create Joined Content

- **Joined Content:** Take advantage of Delphi Alliance community and create a joined campaign with another member.
- **Expanded Reach and Visibility:** It will create broadened audience, increase followers, enhanced credibility and create SEO benefits.



3. Provide Exclusive Access

- **Exclusive Content:** Offer to Delphi Alliance members access to exclusive content, early product releases, or special discounts.
- **VIP Groups:** Create VIP groups or forums where your most loyal community members can connect and engage with your brand on a deeper level.

4. Foster Interaction

- **Prompt Engagement:** Encourage your audience to interact by asking questions, hosting discussions, and creating opportunities for user-generated content.
- **Respond Promptly:** Engage with your community by responding to comments, messages, and mentions. Show appreciation for their contributions and feedback.

Ask your fellow members to start the conversation and then do the same for them. Social Media interaction provides more impressions and visibility.

5. Show Appreciation

- **Recognition:** Regularly acknowledge and thank your community members for their contributions and loyalty.
- **Spotlights:** Feature community members in spotlights or testimonials to show appreciation and build a stronger sense of belonging.

Conclusion

Delphi Alliance's goal is building a vibrant community that will extend also on social media since it is a powerful way to foster brand loyalty, drive engagement, and gather valuable insights. Community building is an ongoing process that requires attention, interaction, and adaptability. Start implementing these steps today and watch your social media community flourish.

MUST READ / WATCH



On the 30th of November 2023, the House of Representatives passed a new law (149(I)/2023) as an amendment to the Civil Registry Law of Cyprus which came into force on 19/12/2023. These amendments present a more favorable framework for the naturalization of high-skilled foreign workers employed by companies of foreign interest.

Read the article here on the link below:

<https://www.delphialliance.com/post/cyprus-citizenship-new-law>

CYPRUS CITIZENSHIP NEW LAW



MEMBER SHOWCASE

Law Firm “Trojani & Partners” is a legal consultancy and advocacy firm that is founded in Albania in 2011. The purpose of the law firm is to protect the legal interests of its clients maximally and honestly.

We have provided for more than 12 years legal services in the industries of telecommunication, data privacy, banking, construction, real estate, debt collection, etc. The law firm also has a very high percentage of cases won in the courts and positive results at the end of criminal cases.

During its work, the law firm, for specific problems, is assisted by a network of collaborators, such as financial experts, engineers, architects, as well as lawyers in specific fields, with the aim that the issues are resolved as best as possible in favour of the clients.

The partners of the firm.

Adv. Florian Trojani has been running the office since 2011. He has over 16 years of experience as a lawyer and legal consultant. Florian is specialized in cases such as commercial, banking, property, labour, debt collection, criminal cases, etc. Florian Trojani is also the executive director of NGO “Jean Jacque Rousseau”, board member of the well-known NGO “Res Publica” and author of three publications.

Adv. Erion Xhepa has been a Partner in the law firm since 2018 and follows many of its cases. He specializes in issues such as data privacy, labour, telecommunications, registration of trademarks and patents, etc.

Trojani & Partners' offers consultancy for the following cases:

- Incorporation of foreign business entities in Albania.
- Inner issues in commercial companies.
- Registration of trademarks and patents.
- Business contracts.
- Labour issues.
- Consultancy on data privacy.
- Consultancy on real estate issues and construction.
- Licensing procedures.
- Representation in disagreements with the Tax Directorate, regarding the amount of the obligation, fines, penalties, representation in court against tax authorities.
- Debt collection.



Company Name
Trojani & Partners

Member ID
TRO/AL/12

Line of Business
Legal Services

Contact info
Bulevardi 'Gjergj Fishta', ndertesa 24,
hyrja 3, kati 2, ap.7, Tirana, Albania

E: trojani.lawfirm@gmail.com
W: lawfirmtrojani.al



Adv. Florian Trojani
Founder

T: +355673415984
E: floriantrojani@gmail.com

Adv. Erion Xhepa
Partner

T: +355685188001

HOW TO ?

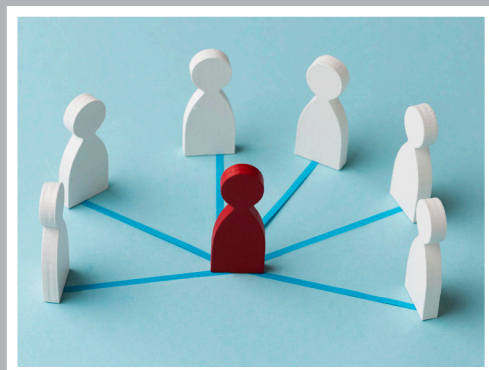
MAXIMIZE YOUR BENEFITS: REFER NEW MEMBERS TO OUR GLOBAL ALLIANCE!

In our ever-evolving global marketplace, having a strong network is more important than ever. As a valued member of our alliance, you already understand the immense benefits of being part of this dynamic and diverse community. Now, we want to introduce you to an opportunity to maximize those benefits even further: our member referral program.



Why Refer New Members?

- **Earn Commissions:** Every time you refer a new member who joins our alliance, you earn a commission. This is a fantastic way to generate additional income simply by sharing the advantages of our community.
- **Expand Your Network:** By bringing in new members, you enhance your own network. New members mean new connections, fresh ideas, and increased opportunities for collaboration and growth.
- **Strengthen the Alliance:** More members mean a stronger, more diverse alliance. This collective strength can lead to more significant opportunities, better resources, and increased influence in our respective industries.
- **Enhance Your Reputation:** As a key contributor to the growth and success of the alliance, you will be recognized for your efforts. This can enhance your reputation within the community and beyond.



The Benefits for New Members

When you refer new members, they gain access to the same valuable resources and opportunities that have benefitted you, including:

- **Global Network:** Connect with industry leaders, innovators, and professionals from around the world.
- **Exclusive Resources:** Access to specialized knowledge, tools, and support tailored to our members' needs.
- **Collaborative Opportunities:** Engage in projects, partnerships, and ventures with like-minded professionals.
- **Professional Development:** Continuous learning and growth through workshops, seminars, and networking events.

How to Refer a New Member

Referring new members is simple:

- **Share Your Experience:** Talk about how the alliance has benefitted you. Share your success stories and the specific ways in which being a member has enhanced your professional life.
- **Provide Information:** Share details about the alliance, including its mission, benefits, and how it can help prospective members achieve their goals.
- **Introduce New Members:** Connect interested individuals with our membership team or direct them to our website where they can learn more and apply.
- **Track Your Referrals:** Ensure you track your referrals through our referral program system so you can receive your commission when they join.

Your role in growing our alliance is invaluable. By referring new members, you not only earn commissions but also contribute to the collective strength and success of our community. Together, we can build a more robust, resourceful, and influential network that benefits us all. Start referring today and watch as both you and our alliance continue to thrive!

For more information on our referral program and to track your referrals, [visit our website](#) or contact our membership team.

Thank you for being an essential part of our global alliance!

OUR PARTNERS



Delphi Alliance's Partners Program intends to bring value to its members, by securing them access to products, services, events and media, at discount prices and with a privileged treatment.



ABOUT DELPHI ALLIANCE

The first multi-practice global Association linking professionals from twelve different lines of services with exclusivity membership rights by country, city and by line of service, building synergies and creating new business opportunities between member firms. The twelve multi-practice participation creates the ground-breaking "local and global alliance" concept, allowing its members to share insights, knowledge, expertise, global resources, client referrals and develop joint ventures to bid for public procurements and local and international projects that have eligibility requirements, which essentially would be extremely difficult to achieve on their own.

www.delphialliance.com



1. Marketing & Advertising
2. Information Technology
3. Human Resource
4. Fiduciary & Administration
5. Audit & Assurance, Accounting, Payroll & Taxation
6. Financial & Monetary
7. Business & Management Advisory
8. Compliance
9. Real Estate
10. Reporting, Translation & Interpretation
11. Professional Training & Education
12. Legal Services



Send Us Your Member News and Feedback
Simply forward any news, articles or press releases to marketing@delphialliance.com

You can find more about us here:

