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PACIFIC NORTHWEST
CHAPTER

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APMP Pacific Northwest Chapter News

November 2018

Vision Statement

Be our members' preeminent professional development resource by providing meaningful industry engagement, increasing national recognition, and promoting the highest caliber of business development.



Hot Tip of the Month

Know Before You Go

When we send one or more of our team to attend a pre-proposal site visit, it's vital that we prepare them before they go so they know what their goal is and what they need to accomplish. A good rule of thumb is to have a quick meeting a day or two before to review key items and any additional strategy beforehand.

Provide attendees a worksheet which has the date, time, location, directions, point of contact information on it, and the critical information you want them to gather. If travel is involved, try to make reservations and book flights as early as possible because the later the booking, the less options and more costly. Additionally, if it is a Government location, you will need to make sure and submit whatever paperwork is necessary for site access ahead of time.



Charlie Divine Scholarship - extended deadline!

The deadline for submissions to the inaugural Charlie Divine APMP Certification Scholarship has been extended to **Friday, November 16**. You can access the scholarship form at this link: [Scholarship Form](#). APMP will name scholarship recipients by March 7, 2019.

Note: Anyone from our chapter is eligible to apply for the scholarship, and scholarships are available for all three levels of APMP certification - Foundation, Practitioner, and Professional.

So apply today - the opportunity to pay for your next level of certification is just a click away!



Annual Chapter Board Meeting - Recap



The Association of Proposal Management Professionals (APMP) Pacific Northwest (PNW) Chapter Board met for our annual planning meeting on 3 November. The Board members present were Michael Hurst (Chair), Sheri Waldbauer (Treasurer), Lauren DeLuca (Membership), Leigh Ann Newman (Marketing), Meg Whitehouse (Communications), and Roger Campbell (Events/Secretary). We met at Blue Origin in Kent, WA.

The Board reviewed the Chapter Vision, Mission, and Goals and reaffirmed that they represent good guidance for our organization. Next, the Board roles and responsibilities were discussed and clarified. 2018 accomplishments were reviewed. The bulk of the meeting was taken up by Planning for 2019. The Board plans to emphasize recruitment and conducting additional networking events next year. We also plan to continue our newsletter, coffee talks, and Lunch & Learns that have proven to be valuable to our members. Look for an annual survey, which will be distributed soon. This is an additional opportunity for you to provide your feedback to your local APMP Board. We look forward to hearing from you and to a successful 2019.



Member Highlight



We were excited to have a chance to sit down with one of our chapter members, Amanda Gilmore, and find out more about her and her experience with APMP. Here's the scoop:

What is your current role as it relates to proposal management?

I am a former government contract specialist now working as a freelance proposal writer and manager. I do a lot of writing, editing, and analysis of proposals, especially from a government perspective to help my clients understand what the government sphere is looking for.

How long have you been a member of APMP (and what is your history with other chapters/boards)?

I was looking for ways to expand my knowledge of proposal development and discovered APMP this year. I joined, and I'm working on my APMP-Foundation level certification.

Can you share a hobby or personal fact?

When not working, I love to travel with my husband, Adrian, and watch nature documentaries with my very mouthy cat, Dewey.

Anything else you'd like to share?

I am also a Certified Professional Contract Manager from the National Contract Management

Association (NCMA). I believe in understanding requirements from all angles.

If you know a chapter member you would like to see highlighted in a future edition of the newsletter, please send their name to us at apmp.pnw@gmail.com with the subject line: "Member Highlight." We look forward to hearing from you!



Networking and Learning

In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we will continue to offer our bi-monthly **Lunch & Learn Webinars** alternating with a monthly **Coffee Talk**. While the Lunch & Learns will feature presentations by industry recognized experts, the Coffee Talks are meant to be more informal and provide an avenue for us to get to know each other better.

You don't want to miss out, so, mark the following dates on your calendar. We look forward to meeting with you soon!



As an added bonus, after each **Lunch & Learn**, we will be randomly selecting one attendee to receive a prize for their attendance. The prize next month is a Starbucks gift card. So plan to attend and enter to win a prize!

Lunch & Learn Webinars



January 8, 2019

Agile Proposal Development Methods

Using Agile methods can mean faster, more focused, and higher-quality deliveries, especially in fast-changing environments. Learn from Neal Levene how to use Agile proposal development and get a demonstration of a free tool.

Click here to [Register Now!](#)



March 12, 2018

TBA

The March L&L will be announced in the next newsletter.

Coffee Talks

December 11, 2018

Wrangling Your SMEs

Having Subject Matter Experts (SME's) provide content on your proposals is an important way to provide winning content. Join us today to talk with your colleagues about how you can make the most of your SME's time and expertise on your next big proposal effort. Looking forward to talking soon!

Click here to [Register Now!](#)

February 12, 2019

TBD

Looking forward to talking soon!

Interested in sharing your own expertise with the chapter? We would love to hear from you.

[CONTACT US](#) today and let us know what is most important to you!



Benefits of Membership



Certification Opportunities

APMP offers the world's first, best and only industry-recognized certification program for professionals working in a bid and proposal environment. APMP certification is the global standard for developing and demonstrating proposal management competency.

Achieving APMP Certification:

- Demonstrates a personal commitment to a career and profession.
- Improves business development capabilities.
- Creates a focus on best team practices.
- Gains the respect and credibility of peers, clients and organizational leaders.
- May result in additional compensation.
- Reinforces bid/proposal management as an important role within an organization and not as an ad hoc function that anyone can perform.

Visit the [APMP Website](#) to Learn More!



PNW Chapter - Join our mailing list today!

Just send us your email address by text message:

Text
JOINPNWAPMP
to **22828** to get started.



Message and data rates may apply.