



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

September 2019

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

Mailing Hard Copy Proposals

When submitting a proposal hard copy, always leave yourself more time than you think you will really need for production to account for unforeseen issues. Even when you plan everything perfectly, there will inevitably be last minute changes to the proposal documents themselves, problems with printing, and/or difficulty with the actual delivery. Have a backup plan (or two or three) so you can implement if needed.

Upcoming Events

Lunch & Learn Webinars

- September 25, 2019
- November 12, 2019

Coffee Talks

- October 8, 2019
- December 10, 2019



Thank you to everyone who participated in our Communications Survey. We appreciated your feedback, which we will use to improve the PNW Chapter and make it more meaningful to YOU. Also, congratulations to Trina Bisaro who was the winner of the survey draw.



Save the Dates

Face to Face Event, Richland, WA, Oct. Date TBA
Face to Face Event, Seattle, WA Nov. 1

Meet up in October and November with your local APMP Pacific Northwest Board and other chapter members.

In October (location and date TBA), join us for a face to face event in Richland, WA.

On November 1, want to meet all your Board of Directors? Meet us in Seattle, WA (location and time TBA) for a networking event.

To register, please email us at apmp.pnw@gmail.com, or sign up through our [website](#). And please check out APMP PNW's [LinkedIn](#) and [Facebook](#) pages. Looking forward to seeing you there!



Ask Orca



Dear Orca:

I'm new at my job as a proposal writer and my team around me is using some pretty funky words I'm not really familiar with since I'm so new. Terms like capture planning, action captions and something about red hat/black hat reviews. I'm hoping this is proposal related lingo and not a reflection of my lack of fashion sense! I have a meeting set up with my supervisor to discuss all of this, but was looking for a place I can go to brush up on some of these terms ahead of time. Any suggestions? Thanks so much for your help!

Signed,

A Fashionista looking for inspiration!

Dear Fashionista:

Your questions are great, and they made us smile, which is always a plus! You are right that as with any industry, the proposal management world has its own terminology that can be difficult to decipher when you first are exposed to it. Talking with your supervisor about your questions is a great idea and always something we encourage, especially as you start on a new job.

Also, you are in luck because the Association of Proposal Management Professionals (APMP) is a wonderful resource that you are going to want to become familiar with to support you in your new position. If you have not heard of it before, APMP is an international organization specifically organized to assist people in the proposal industry.

[APMP's mission and vision statement](#) says: "APMP promotes the professional growth of its members by advancing the arts, sciences, and technologies of winning business. APMP is the worldwide authority for professionals dedicated to the process of winning business through proposals, bids, tenders, and presentations."

To become a member is easy. Just access the [APMP Membership](#) page for more information on fees and membership options. Once you are a member, the

resources available are numerous. Including a fully online [Body of Knowledge](#) (BOK) available to you at any time.

For example, in the BOK Glossary, if you type in Black Hat, the following appears:

Competitor Review

An assessment and analysis of competitors' likely strategies and solutions. People who are independent of the opportunity planning team and are experts on the customer and competitors conduct this review.

Synonyms: *Black Hat Review, Competitive Assessment Review, Competitive Intelligence Review, Competitive Solutions Review, Competitor*

As always, we hope you found this information helpful. If you have a question you would like to ask, please send it to apmp.pnw@gmail.com with the subject line: "Ask Orca." 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! Congratulations to Amy Klingele who is this month's winner.

Lunch & Learn Webinars



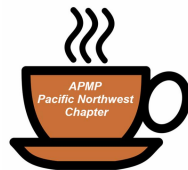
September 25, 2019

Basics of Proposal Editing

Samantha Enslin returns as a guest speaker to talk about proposal editing. Samantha is president of Dragonfly Editorial, and leads an award-winning team that has created content for some of the world's leading strategy and consulting firms. She is also a frequent guest writer for Grammar Girl podcast and blog.

**Click here to
Register Now!**

November 12, 2019



Coffee Talks

October 8, 2019

What To Do In Down Times

You've lost sleep meeting deadlines; you've somehow managed to keep multiple teams on track; and basically fretted over every single proposal deliverable. The dust has settled, so now what? What you in down times can be just as important as what you do beforehand. Join us to discuss. We look forward to hearing from you!

**Click here to
Register Now!**

As always, these will be informal chat sessions and all participants are welcome!

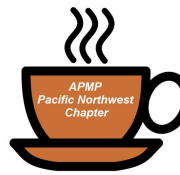
December 10, 2019



"Proposal Professional as Journalist" or "Moving Forward with or without Business Development Insights"

It is with pleasure that we welcome back Dr. Robert Frey as a guest speaker. Dr. Frey is the co-owner/Principal of the longtime successful Proposal Strategies, LLC which supports both Federal and commercial customers. Dr. Frey has over 31 years of industry experience and is an APMP Fellow.

[Click here to Register Now!](#)



Onboarding New Proposal Writers

We spend a lot of time and energy scouting, vetting, and interviewing new employees. We need to spend as much time and energy helping them succeed after they are hired. Join us as we discuss onboarding new proposal writers and other proposal professionals. What are the some of successes you have had? What are he challenges?

[Click here to Register Now!](#)

As always, these will be informal chat sessions and all participants are welcome!

Missed a Lunch & Learn? Go to APMP PNW's [website](#) to access the recording.

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!



Job Postings



Do you have a proposal or business development position to fill? Let our members know. Send an email with job information to apmp.pnw@gmail.com, and we will post it to our [website](#).



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.