



**APMP**<sup>®</sup>  
PACIFIC NORTHWEST  
CHAPTER

[apmp-pacificnw.org](http://apmp-pacificnw.org)

# APMP Pacific Northwest Chapter News

October 2019

## Mission Statement

*Provide our chapter members opportunities for professional development, networking, and intellectual growth to enhance their skill sets and provide a foundation for professional success in their careers.*



## Hot Tip of the Month

### Pagination with Imagination

When formatting your proposal template, make sure you know the procurement's requirements for pagination. If it says "consecutively numbered" you may have to use pagination with imagination to get all sections numbered correctly. One tip for large, multi-volume proposals is to paginate consecutively by section. You'll still meet the requirements, and have flexibility with printing and production.

## Upcoming Events

### Lunch & Learn Webinars

- October 15, 2019
- November 12, 2019

### Coffee Talks

- December 10, 2019
- February 11, 2020



## Notice of Bylaws Amendments

The PNW Chapter Board of Directors is proposing amendments to the Chapter's bylaws. The proposed amendments update *Section 3. Term and Election of Directors* to clarify election timelines and set parameters around the election process to include electronic distribution of information and voting. In addition, proposed changes to *Article VI — Position Descriptions for Board Positions* include updates to the Communications and Webmaster titles and responsibilities. The proposed changes can be viewed on the PNW [Website](#). A review and objection period will open from today through November 1. If any member has comments or objections to the proposed changes, please send an email to the Board at [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com). If no objections are received, the proposed amendments will be approved at the November 2 Board of Directors meeting.



**Face to Face Event - Richland, WA**  
**October 23rd, 4-6pm**



APMP PNW's Board of Directors wants to meet you! Meet up in October with APMP Pacific Northwest Board and other chapter members in Richland at beautiful [Barnard Griffin](#) vineyards (878 Tulip Ln, Richland, WA 99352 509-627-0266) on Wednesday, October 23rd from 4-6pm. A drink and appetizer are on us!

We'd like to know if you can join us so we get the right size space, but come regardless. We want to meet you even if you aren't sure until that night of. You can drop us a line at [apmp.pnw@gmail.com](mailto: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!



## *Face to Face Event - Seattle/Tukwila, WA November 1st, 6-8pm*

APMP PNW's Board of Directors wants to meet you! Meet up in November with APMP Pacific Northwest Board and other chapter members in Tukwila at [Bahama Breeze](#) (15700 Southwestern Pkwy, Tukwila, WA 98188 206-241-4448 ) on **Friday, November 1st from 6-8pm**. A drink and appetizer are on us!

We'd like to know if you can join us so we get the right size space, but come regardless. We want to meet you even if you aren't sure until that night of. You can drop us a line at [apmp.pnw@gmail.com](mailto: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!





# WE NEED YOU! TO MAKE IT HAPPEN

## 2020 PNW Chapter Elections are Coming!

Looking to get more involved and contribute to the future success of APMP's PNW Chapter? Now's your chance!

Nominations for 2020 Board positions will be open from October 21 – November 1. An email with further information on nominations will be sent at this time. APMP-PNW members in good standing may choose to run for these open Board of Director positions:

- Vice Chair
- Communication Chair (incumbent running)
- Marketing Manager (incumbent running)

The responsibilities/duties of each Board member position are listed in our bylaws available on the APMP-PNW website (<http://apmp-pacificnw.org/about/by-laws/>). If you have any questions, or would like further information, please contact the Board at [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com).



## Invite a Colleague to APMP!

Throughout October, APMP is offering a great deal for new members to experience APMP membership - 15 months for the price of 12. Send your peers and colleagues who aren't members to this URL: <https://www.apmp.org/15for12>. Don't forget to have them include you in the "who referred you" field!

At the end of October, we're going to offer some big prizes to many members who refer new members.

The prizes will include:

- \$250 for the member who refers the most people in every APMP chapter
- For every member you bring in, we'll add an entry into a grand prize drawing for \$1,000 cash, plus one BPC 2020 registration (or chapter symposium registration), plus one Foundation-level certification fee (transferable)

Our chapter benefits from your bringing in new members. It expands the knowledge base of the chapter and provides us new contacts and experience.



## 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

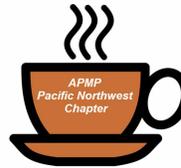


**October 15, 2019**

### 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!](#)



## Coffee Talks

**December 10, 2019**

### 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 the challenges?

[Click here to Register Now!](#)

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



**November 12, 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!](#)



**February 11, 2020**

### Salary Survey Results and Discussion

Salaries vary as widely as roles in the proposal profession. APMP has done a fantastic job of providing regular compensation reports and benchmark studies to help us gain a sense of where we currently are among our peers and the national average. Join us in discussing this crucial topic.

[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](mailto: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.