



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

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

# APMP Pacific Northwest Chapter News

## December 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

#### Read A-Loud to Gain Time in Your Day

How many times have you wished you had more time to read your procurement documents cover to cover before the kick off meeting? We have a solution you can use! If you have the procurement in MS Word format, you can have the document read to you. Just open the word document and click on the "Review" tab at the top of the page. Place your cursor where you'd like to start and click the "Read Aloud" function to have it start to read to you. Voilà! You just gained more time in your day as you listen while commuting or during other multi-tasking opportunities!

### Upcoming Events

#### Lunch & Learn Webinars

- January 14, 2020
- March 10, 2020

#### Coffee Talks

- February 11, 2020
- April 14, 2020



Thank you for a great year, PNW Chapter members. We look forward to 2020.  
The Board wishes you a Happy Holiday season.



## A Thank You for Service Edgardo Berrios

The APMP PNW Board wants to thank Edgardo Berrios for 10 years of loyal service to the Chapter. Edgardo has been an APMP member since 2010 and has served as the PNW Chapter Vice Chair since 2011. He has been responsible for the Lunch & Learn program, identifying and scheduling presenters and also serving as host. Edgardo was the creator of and maintains the PNW Chapter website.



In addition to serving on the Board, Edgardo also achieved his APMP Practitioner Certification in 2015 and in 2016 joined the APMP Certification Mentoring Program. Mentors under this program are APMP Practitioners and Professionals who have been trained by the APMP Chief Examiner to help you understand, plan, and prepare for achieving Practitioner Certification and to complete the Proposal Professional Impact Paper (PPIP) for Professional Certification.

Thank you, Edgardo!



WE WANT TO  
HEAR FROM YOU



In order to make our Coffee Talks more valuable to our members, we want to know what YOU want to talk about.

Let us know what you would like to discuss in our Coffee Talks. Please send your ideas to [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com) or visit us on [LinkedIn](#) or [Facebook](#). The topic with the most requests by January 30 will be chosen for the April 2020 Coffee Talk.



## 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.

**Lunch & Learn Webinars**

**Coffee Talks**



January 14, 2020

### Real Solutions to Unrealistic Schedules

Ring in the 2020 Lunch & Learn Lineup with return speaker Mike Parkinson. He will talk about Real Solutions to Unrealistic Schedules, a popular session at B&PCon 2019. Get real-world solutions for unrealistic proposal schedules, setting aside obvious fixes and options that have proven ineffective.

[Click here to Register Now!](#)



March 10, 2020

### Coll New PowerPoint Functions in Office 365 that will Leave You Speechless

Richard Goring returns as our Guest Speaker.

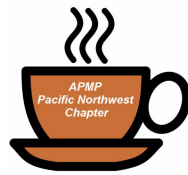
PowerPoint has a reputation for being boring, and its functions really haven't changed since flint was at the cutting edge of cutting edges, but things have been really different since Office 365 came along. Now, there are new tools added every few weeks, and there are tremendous gains to be had from a whole host of functions.

See how you can access graphics seamlessly, add live heatmaps and all sorts of new charts, incorporate 3D models, capture video and screen recording, convert sketches into slides, generate live subtitles as you talk, and of course, use the terrific new Morph transition to do completely astounding things so easily that you'll be amazed you ever tried to live without it.

[Click here to Register Now!](#)

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!



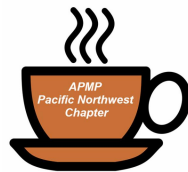
February 11, 2020

### 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!



April 14, 2020

**Topic to be decided by YOU!**

*Let us know what you would like to discuss in our Coffee Talks. Please send your ideas to [apmp.pnw@gmail.com](mailto:apmp.pnw@gmail.com) or visit us on [LinkedIn](#) or [Facebook](#). The topic with the most requests by January 30 will be chosen for the April 2020 Coffee Talk.*

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## 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.