



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

November 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

Searching in Beta.SAM.gov

Since FBO.gov (Federal Business Opportunities) was finally transitioned into Beta.SAM.gov and the FBO site retired for good (RIP FBO.gov... sniff), there have been many questions from users, specifically revolving around searches. Beta.SAM.gov and the Federal Service Desk (FSD) have compiled user feedback and created a how-to video and list of FAQs for users regarding searches. Here are the links:

[How-to video for searches](#)

[FAQs from Beta.SAM.gov](#)

[FAQs from the FSD](#)

For more information and learning tools, also visit:

<https://beta.sam.gov/help/new-to-sam>

<https://www.fsd.gov/fsd-gov/home.do>



Upcoming Events

Lunch & Learn Webinars

- January 14, 2020
- March 10, 2020

Coffee Talks

- December 10, 2019
- February 11, 2020



Thank You!

The APMP PNW Chapter Board of Directors wants to thank all of its members for their

membership, support and participation. Whether you are a longtime member or brand new, the Board gives a heart-felt Thank You and wishes you a very Happy Thanksgiving.



Notice of Bylaws Amendments

The PNW Chapter Board of Directors approved amendments to the Chapter's bylaws at the November 2 Board of Directors meeting. The changes can be viewed on the PNW [website](#).



New Member Highlight - Maren Stark

Following our goal to bring engagement and connection to all our chapter members, we are continuing with our New Member Highlight section of the newsletter. You can read below about one of our newest members, Maren Stark from a recent interview.



Q: *What company do you work for and what is your current role as it relates to proposal management?*

Stark: I have been working in the capacity of a proposal coordinator for Public Consulting Group, Inc. In my position I enjoy supporting my co-workers with the proposal development process to submit a compliant, strategic, and hopefully winning proposal.

Q: *How long have you been a member of APMP (and what is your history with other chapters/boards)? What made you decide to join APMP?*

Stark: I recently joined the PNW APMP chapter in October 2019. As a newer transplant to the Greater Seattle Area I wanted to join APMP for not only the professional development but to get to know other local proposal professionals. I am excited to be part of the PNW chapter and look forward to meeting everyone.

Q: *Can you share a hobby or personal fact?*

Stark: There are so many amazing and wonderful things to do in our backyard and exploring them is what my family and I enjoy the most. A few of our favorite places to travel to have been Vancouver, B.C., La Conner, and Whidbey Island. Outside of traveling I enjoy hiking, cooking, baking, and generally spending time with my family.

Q: *Anything else you'd like to share?*

Stark: I am a coffee enthusiast first and wine lover second. Since moving to the Seattle area, I haven't had much time to explore the local wineries or do many tastings. With a full house including my husband, 2 kiddos, 2 dogs, and 2 cats I always enjoy good recommendations. Since moving from California each day my family and I continue to enjoy the dark skies, beautiful sunsets, misty rain, and views of Mt. Rainer.

I can't wait to meet more local members and being a part of the PNW APMP chapter.



Face to Face Events

Members of the APMP PNW Board met with chapter members in Tukwila at



Bahama Breeze on Friday, November 1, 2019. A fun time was had by all and it was another great opportunity to connect with like minded proposal professionals.



Tri-Cities members and some of the APMP PNW Board met in Richland, WA at the beautiful Barnard Griffin vineyards on October 23, 2019. The five people in attendance had a wonderful couple of hours spent visiting over drinks and appetizers.

If you are interested in becoming more involved in these outreach events, please contact us here or send an email to: apmp.pnw@gmail.com.



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 Cristin Imhof who is this month's winner.

Lunch & Learn Webinars



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 BPCon 2019.

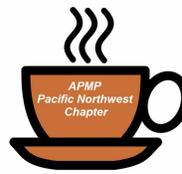
[Click here to Register Now!](#)



March 10, 2020

Topic To Be Announced

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 he challenges?

[Click here to Register Now!](#)

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



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, 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.