



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

January 2020



Welcome New Board Members!

Julie Dyer, Vice Chair

I am excited to rejoin the PNW Board and serve as Vice Chair (I previously served as Chapter Chair.) I am highly experienced in leading proposal development processes that help to win bids in the healthcare industry. My expertise supports a range of business lines, including commercial and public sector medical, employee assistance plans, wellness, behavioral health, and telehealth. My ability to forge relationships quickly throughout organizations, from senior executives to front-line staff, enables me to coordinate a complex, flexible, and deadline-driven process. I am also Foundation-level certified.



Kim Swentik, Director-At-Large

Greetings PNW Chapter! I am so excited to reengage in this wonderful group in the role of Director At-Large. I had the privilege of working with Lee Hendrickson and Ed Feeley, among others in 2009 to help establish this chapter. I stayed on the BOD for several years (5 - I think) as the Communications Director and helped plan and host multiple symposiums in Seattle and Portland in the early years. I am honored to be able to coordinate the annual Lee Hendrickson Gentle Giant Scholarship, as well as coordinate the annual Certification Scholarship. I bring to the Chapter more than 25 years of experience in Proposal Management, leadership, planning, and coordination of diverse teams to get the job done.

I have extensive experience in U.S. federal government proposal process where compliance rules above all else. As a consultant, I worked in the private/commercial sector supporting a wide variety of industries including environmental, engineering, and international work. In my personal life, my husband of 30 years and I enjoy camping, hunting, four-wheeling, and boating with our grand-kids and two German Shepherds.



I am committed to supporting this chapter and helping to strengthen and advance its members in their professional development, networking, certification goals, and overall professional success.



PNW Chapter takes first place in #ProudToBeAPMP: Member Recruitment Campaign

Thank you to all who participated in the recent APMP campaign to boost membership. Our chapter came in first place with an increase of over five percent!



PNW Chapter 2020 Goals

On Saturday, November 2nd, APMP's PNW Board of Directors met in Seattle to finalize our 2020 planning. Now, we are very excited to share our 2020 goals with our members!

1. **The 25 in '20 Plan.** We will increase membership engagement by 25%. We measure membership engagement using metrics such as membership count, lunch and learn attendees, and newsletter, LinkedIn, and Facebook metrics.
2. **Regional Ambassador Program.** We will implement a Regional Ambassador Program and identify at least four Regional Ambassadors who will facilitate networking and social events to enhance member experience and grow membership.
3. **2020 Training Day.** You spoke, we listened. Survey responses tell us you want more training and more networking opportunities. We'll give you both by bringing members together for a training day of fun, learning, and networking in late 2020.



APMP Pacific Northwest

Your Chapter At a Glance



Founded in 2009 by the late Lee Hendrickson and our former Treasurer Ed Feeley, the APMP Pacific Northwest Chapter serves APMP members across the Pacific Northwest (Washington, Oregon, and Idaho) as well as Alaska, Hawaii, Vancouver British Columbia, and locations around the world. Starting with a handful of members, the Chapter has grown to over 130 members in 2019.

OUR VISION



OUR MISSION

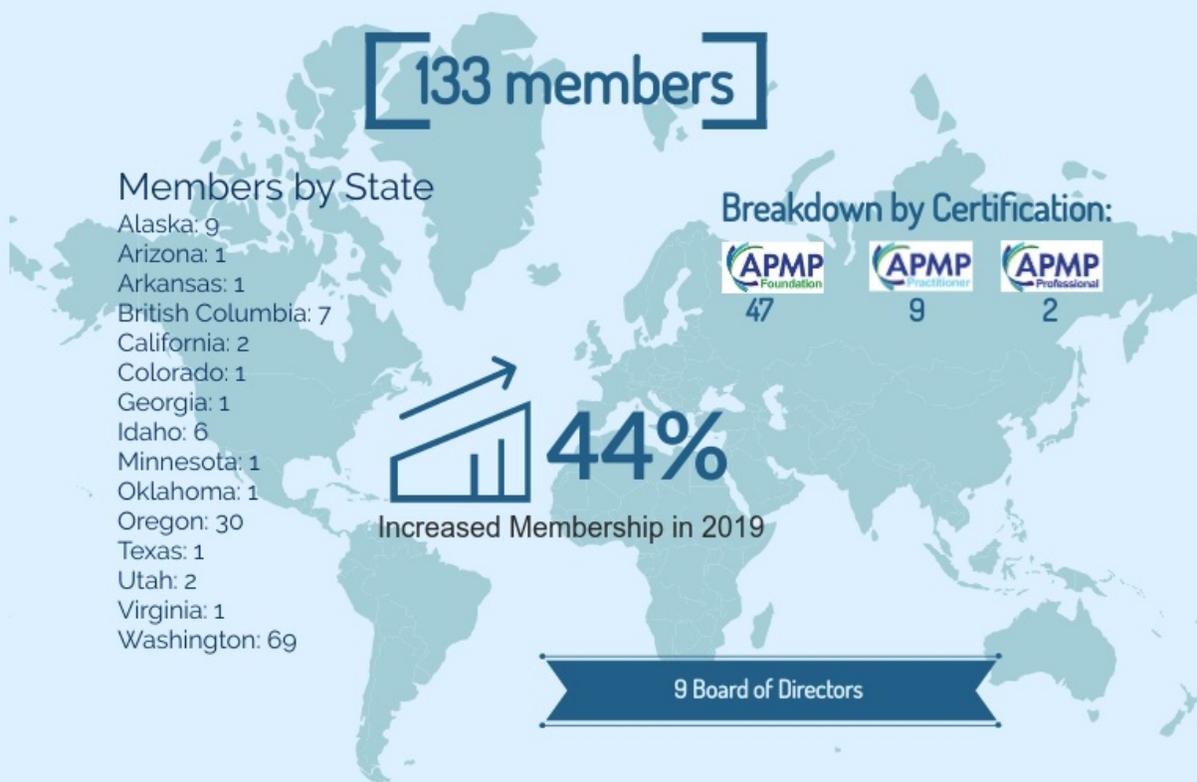
Be our members preeminent professional development resource by providing meaningful industry engagement, increasing national recognition, and promoting the highest caliber of business development.



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



Your Chapter at a Glance



CONTACT US

email : apmp.pnw@gmail.com
website : www.apmp-pacificnw.org



**Save The Dates - February and March
Seattle and Portland Face to Face Events**

Meet up with your APMP Pacific Northwest Board and other chapter members. A drink

and appetizer are on us!

Wednesday, February 26 from 6-8pm at MOX Boarding House (5105 Leary Ave NW, Seattle, WA 98107, 206-523-9605).



Wednesday, March 25 from 6-8pm at Hale Pele (2733 NE Broadway, Portland, OR 97232, 503-662-8454).



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, or sign up through our [website](#). And please check out APMP PNW's [LinkedIn](#) and [Facebook](#) pages. Looking forward to seeing you there!



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 monthly education: **Lunch & Learn Webinars** alternating with **Coffee Talks**. Lunch & Learns will feature presentations by industry recognized experts. Coffee Talks are informal and allow us to get to know and learn from 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!



Participants that return **Lunch & Learn** surveys will be entered for a prize. Congratulations to January's winner, Jacqueline Bays-Muchmore.

Lunch & Learn Webinars



March 10, 2020

New PowerPoint Functions in Office 365 that will Leave You Speechless

Richard Goring, Director at Bright Carbon, 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!



Coffee Talks

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 training page](#) 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 resources page](#).



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.