



APMP[®]
PACIFIC NORTHWEST
CHAPTER

<http://apmp-pacificnw.org>

APMP Pacific Northwest Chapter News

May 2020

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.



FINAL DAYS for Practitioner certification at half price. Purchase by May 31st to save. Book now at <https://publicexambookings.apmg-international.com/>



Hot Tip of the Month Sample Question for Testing

When studying for the Foundation and Practitioner Certification exams, invest time in taking the practice test and reviewing sample questions like this one:

1. Which role (Account Manager, Opportunity/Capture Manager, Bid Manager or Teaming Partner) is primarily responsible for providing the firms
 - a. Win strategy in an Opportunity/Capture Plan
 - b. Initial proposal planning in an Opportunity/Capture Plan

Upcoming Events

Lunch & Learn Webinars

- July 14, 2020
- September 8, 2020

Coffee Talks

- June 9, 2020
- August 11, 2020



Congratulations

PNW Awardees

The APMP PNW Board wants to congratulate all of the PNW Chapter member winners:

* Charlie Divine Scholarship Awardee, PNW Chapter: *Janet Mix (Albany, OR)*

* Foundation Certification Awardee: *Mary Ann Reuter (Boise, ID)*

* Practitioner Certification Awardee: *Lori Kropidowski CF APMP (Anchorage, AK)*



Members Weigh In

What is your top proposal tool? Software, spreadsheet, application, other? Let us know what your favorite "go to" tool or resource is. Drop us a comment at communications@apmp-pacificnw.org, on our [LinkedIn](#) page, or on [Facebook](#). We will announce the top five in next month's newsletter.



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



July 14, 2020

Topic TBA

APMP PNW Chapter is pleased to welcome back Bruce Farrell. Topic

TBA.

Bruce Farrell is a proposal and presentation specialist at Plante Moran with a 25-year history in business communications and development. His specialty is helping professionals identify and organize key points to translate their "big ideas" into quality documents and presentations. He works with pursuit teams, presenters and keynote speakers to develop documents that make an impact. He is a board member for the Greater Midwest Chapter and presents at APMP International and chapter events.



Coffee Talks

June 9, 2020

Origin Stories

Most of us who are in the proposal profession didn't start out here. Many, in fact, have an interesting tale to tell on how they found their way into the industry. Join us and have some fun in finding out more about your fellow members and share your own story.

Click here to
[Register Now!](#)

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

[Click here to Register Now!](#)



September 8, 2020

Topic TBA

APMP PNW Chapter is pleased to welcome Kristin Dufrene CPP APMP Fellow. Topic TBA.

Kristin is Executive Director for Strategic Capture at CACI International Inc. She has 26 years' experience in Federal sector proposal development and management, business development and capture. She is skilled in strategy development principles and techniques; and has a comprehensive understanding of the Federal acquisition and evaluation process. Kristin also served on APMP's International Board of Directors.

[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!



August 11, 2020

Executive Summary Creation and Content

The Executive Summary is one of the most powerful tools a proposal writer has. Often the Executive Summary is the only part the customer will read. Join us for discussion about this critical topic.

[Click here to Register Now!](#)

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



Job Postings



Do you have a proposal or business development position to fill? Let our members know. Send an email with job information to communications@apmp-pacificnw.org, 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.