



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

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

# APMP Pacific Northwest Chapter News

December 2020

## 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

### Apple Phone Tip

When writing a message on your iPhone: if you press down on the space bar in the onscreen keyboard and then (still pressing) move your finger, you can move the cursor around the screen to exactly where you want it. Genius, right? It's saved me tons of time and frustration as I often reply to emails from my phone when I'm on the move.

- Hot Tip contributed by Diana Parker

## Upcoming Events

### Lunch & Learn Webinars

- February 23, 2021
- April 23, 2021

### Coffee Talks

- January 4, 2021
- February 9, 2021

### Happy Hours (New!)

- January 26, 2021
- February 17, 2021



Thank you for a great year, PNW Chapter members. We look forward to 2021.  
The Board wishes you a Happy Holiday season.



**A Thank You For Service**



The PNW BOD wants to thank outgoing Chapter Chair, Sheri Waldbauer, for seven years of loyal service to the Chapter. Sheri has been an APMP member since 2007, and has served as both Secretary, Treasurer and Chair in that time on the board. Thank you, Sheri!

The PNW BOD wants to thank outgoing Marketing Manager Leigh Ann Newman for her loyal service to the Chapter. Leigh Ann has served on the BOD since 2016. She has maintained the PNW website and been active in social media, keeping members informed about APMP and other PNW Chapter activity. Leigh Ann recently accepted a position to serve on the APMP International Board, starting January 2021. Thank you, Leigh Ann, and all the best with your new position!



## Welcome for new BOD members

The APMP PNW BOD wants to congratulate and welcome its new BOD members, Directors at Large (DAL), and those BOD members already serving who have accepted new positions within the Board.



Chair: Amber McGlothlin



Marketing: Maren Stark



Membership: Erin Lavery



Director at Large: Patti Lowe



Director at Large: Diana Parker



## Grammar Corner

Parenthetical lists often begin with e.g. or i.e., but these Latin terms are often misused. E.g. stands for *exempli gratia* and means “for example.” I.e. is the abbreviation for *id est* and means “in other words.” So e.g. is used to introduce one or more examples. Since these are just examples, the list is acknowledged as incomplete. Since e.g. introduces examples, you shouldn’t use etc. to end this list. Et cetera, abbreviated as etc., is a Latin expression that is used in English to mean “and other similar things.” Translated literally from Latin, et means “and,” while cetera means “the rest;” thus the expression means “and the rest.” So, it is redundant to say, here’s some examples, but there are other things that I haven’t listed.

Since i.e. means “in other words,” the list or term that it introduces is more specific and complete. So, like e.g., a list of items introduced by i.e. should not end in etc. Remember to add a comma after e.g. or i.e. and between each subsequent example.

- contribution to Grammar Corner by Roger Campbell, PNW Events



## Networking and Learning

In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we are adding additional virtual events (Coffee Talks, Happy Hours) throughout 2021 and 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 and Happy Hours are designed 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



February 23, 2021

#### Winning the Bid for Attention Span

The PNW BOD is pleased to welcome Lisa Rehurek, a national speaker, business strategist, and founder of The RFP Success Company. Ms. Rehurek brings to the L&L several years of industry experience along with processes for proposal improvement to get that win. Join us for an informative, value-added hour.

[Click here to Register Now!](#)



### Coffee Talks

January 4, 2021

#### New Year Resolutions

Whether your New Year's list is long or short, now is when we anticipate and think about fresh starts and improvements; and re-confirm what's working. Join us as we talk about upcoming goals, challenges, and other things to look forward to in 2021.

[Click here to Register Now!](#)

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



### Happy Hour

January 26, 2021

Ready to just relax and have some casual conversation? Join the PNW BOD for the first in our new Happy Hour series. The theme is "The Funniest Thing I've Heard This Year", but who knows where the conversation will take us? Please join us for some fun with your peers.

[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!





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](mailto: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!



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