



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

May 2021

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.



Newsletters now quarterly

Emails piling up? Tired of getting buried under never-ending electronic communications? We hear you! As of now, you will receive APMP PNW newsletters on a quarterly basis instead of monthly basis. But don't worry, you can still find all of the relevant and current updates and information you need on our [website](#), [LinkedIn](#), or [Facebook](#) sites. Or feel free to reach out via [email](#).

Upcoming Events

Lunch & Learn Webinars

- June 22, 2021
- August 24, 2021

Coffee Talk

- June 3, 2021



BPC DENVER

October 10-13, 2021



REGISTRATION NOW OPEN

REGISTER NOW



Grammar Corner

Commonly Misused Words



The credibility of your proposal can be undermined by using the wrong word (maybe repeatedly) in your proposal. One common word in proposals is “ensure,” meaning “to make sure of.” Sometimes, the very different words “insure” or “assure” find their way into proposal drafts. “Insure” means “to take out an insurance policy,” so unless you’re selling insurance, this word isn’t the right one to use. “Assure” means “to convince someone that something is true.” So you might “assure” your customers that your product will meet their requirements, but you’re better off ensuring that it will.

- contribution to Grammar Corner by Roger Campbell, PNW Events



Networking and Learning

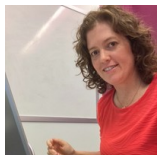
In an effort to provide our members with multiple opportunities to connect, network and learn from each other, we are adding additional virtual events (Coffee Talks, Happy Hours) throughout 2021 and will continue to offer our bi-monthly **Lunch & Learn Webinars** alternating with a monthly **Coffee Talk**. 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.

Lunch & Learn Webinars



June 22, 2021
12:00pm - 1:00pm PST

**Become a Styles Wizard with
Magical Results**

The PNW BOD is pleased to welcome Diane Loudnback who will share her expertise with MS Word and the Styles Wizard to create amazing results. Diane is longtime business process consultant with several years of project management and is the Vice President for Client Services with Expedience Software, a proposal management software. Join us for an informative, value-added hour.

[Click here to Register Now!](#)



Lunch & Learn Webinars

August 24, 2021
12:00pm - 1:00pm PST

**Building Bridges: Remote and Onsite Proposal
Team Engagement**

The PNW BOD is pleased to welcome Louise Pulini to present for August's Lunch & Learn. Louise is an experienced proposal professional with a lot of wisdom to impart from her years in the industry. Please join us for an insightful and engaging Lunch & Learn.

[Click here to Register Now!](#)



Coffee Talk

June 3, 2021
12:00pm - 1:00pm PST



**Coffee Talk and
Happy Hour** hosts
wanted!

If you would like to
host one of PNW's
Coffee Talks or Happy
Hours, please contact
us!

Please join fellow PNW Chapter member, Jack Kaady, as he hosts this month's Coffee Talk. He will be continuing the popular topic of Best Local Hiking locations.

Click here to
[Join the Meeting](#)
Meeting ID: 999 6805 5277
Passcode: 6WGFcd

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 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.