



APMP[®]
PACIFIC NORTHWEST
CHAPTER

apmp-pacificnw.org

APMP Pacific Northwest Chapter News

November 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.



Hot Tip of the Month

Always Address the Question Being Asked

When completing a procurement, your client contact's point of view may differ from the evaluation team's goals for the project. Remember to always make sure your responses are addressing the evaluation criteria per the requested procurement instructions before addressing any further information/pain points revealed to you through conversations with your contact.

- Hot Tip contributed by Brendan Abshier



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.



WE NEED YOU! TO MAKE IT HAPPEN

2021 PNW Chapter Elections and Q&A General Discussion

Looking to get more involved and contribute to the future success of APMP's PNW Chapter - all while earning Continuing Education Credits with National? Now's your chance! The APMP PNW Board of Directors (BOD) has several openings.

- Chair
- Secretary
- Membership Chair
- Marketing Manager
- Other Committees, including Events Chair, etc.

Want to learn more? The APMP PNW BOD is holding open discussions / Q&A sessions on November 30 at 8:00am (click [here](#) to register) and 3:00pm (click [here](#) to register).

Nominations for 2021 Board positions have been extended through December 4. APMP-PNW members in good standing may choose to run for these open Board of Director positions. Their responsibilities/duties of each Board member position are listed in our by-laws available on the APMP-PNW [website](#) and also in the section below.

Click [here](#) to fill out the self-nomination form. If you have any questions, or would like further information, please contact the Board at communications@apmp-pacificnw.org.



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



Coffee Talks



Coffee Talks and Lunch & Learns will begin again in January 2021.



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.