

APMP PNW 2026 TRAINING DAY

AGENDA & SPEAKERS

A full day of practical learning, leadership insights, proposal best practices, technology, and connection.

TIME	SESSION
8:30–9:15 AM	Registration & Breakfast Start the day with breakfast, coffee, and conversation with fellow proposal professionals.
9:15–9:30 AM	Opening Remarks & Introductions Welcome, event overview, and sponsor acknowledgement.
9:30–10:30 AM	Keynote: Courage Under Pressure — Leading with Influence When You Don't Have Authority Fiona McKay, McKay Unlimited. An interactive leadership session focused on speaking up with confidence, challenging constructively, navigating difficult conversations, and influencing decisions without formal authority.
10:30–11:15 AM	Government Contracting vs. Commercial Contracting Nicole Skinner, Garco Construction. Explore where federal, state/local/education, and commercial proposals differ — and the surprising ways the lessons from one market can strengthen your approach in another.
11:15–11:30 AM	Coffee Break & Networking Take a break, recharge, and connect with other attendees.
11:30 AM–12:15 PM	Process Improvement with Technology Tools Clare Demarest, Evergreen Fire and Security. Practical, beginner-friendly ideas for spotting inefficient processes and using everyday technology, automation, and AI to reduce repetitive work and improve efficiency.
12:15–1:30 PM	Lunch, Group Photo & Networking Enjoy lunch, connect with peers, and capture the day with a group photo.

AFTERNOON AGENDA

TIME	SESSION
1:30–2:15 PM	The AI-Enabled Proposal Office: How to Scale Process Without Scaling Headcount Arthur Runno, GovSignals. Learn how to move beyond one-off AI prompting toward repeatable, governed workflows that can increase proposal capacity while protecting quality, consistency, and accountability.
2:15–3:00 PM	Creating Cover Images and Other Simple Graphics Using AI Shawn Hopkins. A practical look at using AI to create polished cover images and simple graphics for proposal and business communications — designed to be approachable without requiring advanced design skills.
3:00–3:15 PM	Break & Networking Step away, recharge, and connect before the final sessions.
3:15–3:30 PM	Program Lifecycle Game Dawn Joao, APMP PNW Chapter Board Member. An interactive session designed to get attendees thinking through the proposal/program lifecycle in a fun, practical way.
3:30–4:00 PM	Afternoon Speaker — Topic to Be Announced Speaker and session details coming soon.
4:00–4:15 PM	Closing Remarks, Prizes & Sponsor Thank Yous Wrap up the day, celebrate participation, and recognize the event's supporters.
4:15 PM–	Optional Networking Keep the conversation going with informal networking after the program.

TRAINING DAY SUPPORTERS

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