



## Upcoming Events

Friday, November 5

### SPAC (Cobb Galleria)

Quick and convenient registration, along full event details, is offered at the following web address:

<http://www.acteva.com/booking.cfm?bvoid=52056>.

### Wednesday, January 12, 2005 Chapter Meeting and Officer Election

Georgia Chattahoochee Chapter Dinner Meetings are held at the Crowne Plaza Hotel, 6345 Powers Ferry Road in Atlanta.

Please try to register online (preferably three days prior) for our meetings via Acteva at: <http://acteva.com> or use the link on our chapter website.

## On the Web

National Web Site:

[www.apmp.org](http://www.apmp.org)

Chapter Web Site:

[www.apmp.org/gachapter/index.html](http://www.apmp.org/gachapter/index.html)

## Membership

If you have any questions about membership or would like to join APMP, please contact Judy Shaw at 770-277-8677 or [judy.shaw@workscape.com](mailto:judy.shaw@workscape.com).

The Georgia Chattahoochee Chapter - Membership Directories are now available. Members can obtain a copy at one of our Dinner Meetings or at SPAC. Please contact Judy Shaw if you have any questions or need to update your information (picture) in the directory.

## Southern Proposal Accents Conference "Cutting Back the Kudzu"

The Georgia Chattahoochee and Carolina APMP chapters will co-host the Ninth Annual Southern Proposal Accents Conference (SPAC) at the Cobb Galleria Conference Centre in Atlanta on Friday, November 5, 2004.

Building on past success, this year's conference will be a full-day event featuring presentations by proposal and business development professionals covering a range of proposal-related topics.

The SPAC has proven to be very popular, drawing more than 120 attendees each of the last three years. Last year, more than a third of our attendees were from outside the Atlanta metropolitan area, making the conference an excellent place to build relationships within the Southeastern U.S. proposal community.

### "Cutting Back the Kudzu"

Kudzu is a vine-like plant that flourishes throughout the South. Originally from Japan, it found "roots" in the South and has a reputation for spreading. Kudzu is extremely hard to get rid of once it establishes a stronghold.

Like kudzu, bad proposal practices often spread through a company and are difficult to eliminate. We are looking for best practices in the proposal industry to "weed out" problems and avoid bad habits involving proposal development and processes.

### Presentations

The conference is geared towards proposal and business development professionals across a wide range of industries. Presentations include the following topics:

- Understanding the Impact of New Technology on the Proposal Management Process
- Using Newspaper Techniques for Proposal Development
- Facilitating Reflection and Action in Review Meetings
- Using Multi-Media for Oral Presentations
- Presenting Past Performance in Proposals and Making Use of Best Practices
- Understanding the Role of the CO and COTR in Federal Procurements
- Handling Stress of the Proposal Development Job

**Panel/group discussions will be conducted on the following topics:**

- Networking (and Finding Work)Techniques for the Proposal Consultant
- Establishing and Maintaining a Successful Proposal Center

**Details**

The conference will be held November 5th from 8 a.m. to 4:30 p.m. with check-in and breakfast from 7 to 8 a.m.

The event will be held at Cobb Galleria Centre in Northwest Atlanta. The Conference Committee has arranged a block of discounted rooms at the Sheraton Galleria Suites across the street from the conference center. Please contact the Sheraton Suites toll-free reservation number, 1-800-325-3535 prior to October 14 and ask for the APMP rate to receive a discounted room rate of \$89.

**Registration**

Registration is limited, with advanced registration only; registration ends October 21. Register before September 30th to receive registration discounts. Quick and convenient registration, along full event details, is offered at the following web address: <http://www.acteva.com/booking.cfm?bevaaid=52056>.

Full-day registration is \$145 for APMP members and \$175 for non-APMP members. Early-bird Registration begins now through September 30. Early-bird rates are \$125 for APMP members and \$155 for non-APMP members. Group Discounts apply to Early-birds registering three or more attendees from the same company at the same time. Online registration is required; payment may be made online via credit card or by using the RSVP option and mailing a check. Payment is required in advance. No payment will be accepted after October 21.

We look forward to seeing you at the Southern Proposal Accents Conference on November 5.

**Orientation to Business Development Capability Maturity Model® Concepts and Implementation**

The Business Development Capability Maturity Model (BD-CMM) is a starting point for business development professionals to craft a robust outline of what promotes high performance across the broad range of industry types, sizes and environments.

The model's scope encompasses the full Business Development life cycle and organizational components, including advance marketing, sales, sales account management, proposal development, and others engaged in the BD enterprise. The model acknowledges that no one component can exist very long in isolation and that success, when realized, is the orchestrated result of teams.

The Business Development Institute will be offering a one-day workshop on BD-CMM in Atlanta on Thursday, November 4. The fee is \$249/participant. For more information, visit the Business Development Institute's website at [www.bd-institute.org](http://www.bd-institute.org).

**Job Opportunities**

See the Chapter Web Site for details on the following listings:

Company	Position Title/Location
Lutheran Services of Ga.	Grants Manager Atlanta or Savannah, Ga.
Oak Ridge Associated Universities	Proposal Analyst for Project Manager
Scientific Atlanta	Proposal Project Manager Lawrenceville, Ga.
Spherion	Proposal Writer (Three Positions) Alpharetta, Ga.
Macquarium, Inc.	Proposal Writer/Coordinator Atlanta, GA
Quest Advisors	Proposal Manager
ICF Consulting	Sr. Proposal Manager Alexandria, Virginia
ICF Consulting	Proposal Manager Fairfax, VA

**Welcome to these new members:**

Sonya Patterson	Karin Mellow
Veronica Hartwell	Lori Bechtol

**Renewal Reminder to these members:**

Sharilyn Bainbridge	Mary Jones
Michael Miles	Charles Simica
Robert Dement	