



## 2005 Southern Proposal Accents Conference Scheduled Georgia Chattahoochee and Carolina Chapters

The Georgia Chattahoochee and Carolina APMP Chapters will co-host the *Ninth Annual Southern Proposal Accents Conference (SPAC)* at the Cobb Galleria Conference Center, Atlanta, Georgia, on **Friday, October 21, 2005**.

Building on past successes, this year's conference will again be a full day event featuring presentations by proposal and business development professionals covering a range of proposal related topics. The 2005 SPAC will focus on the tools, processes, and other resources that provide the foundation for a successful proposal operation.

The SPAC has proven to be very popular, drawing more than 140 attendees last year. Over the past few years, 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 Eastern U.S. proposal community. We are targeting an even larger attendance for this year's event.

The Galleria Conference Center is a first-class conference facility conveniently located near I-75 and I-285 in northwest Atlanta, <http://www.cobbgalleria.com>. The Sheraton Suites Galleria [www.sheraton.com/galleriaatlanta](http://www.sheraton.com/galleriaatlanta), an excellent hotel, is offering discounts rates for attendees and has a skywalk for easy access to the Galleria Conference Center. The Galleria is near Cumberland Mall and a variety of shopping and dining venues.



The above picture was taken at the 2004 APMP Annual Conference. At this conference, Judy Shaw received the APMP Leadership Award for - Continuous Service to the Georgia Chattahoochee Chapter.

The faces in the picture are, L-R:  
*Chuck Keller, Joe Lyskawa, Bill Painter, Jim Keifer, Lourdes Fontanes, Keith Propst, Joni Charron, Tony Lester, Laura Novak, and Reba Shoulders.*

### Upcoming Dinner Meetings!

**July 13**

*"The Dog Ate my Proposal" – a presentation by Chuck Keller on excuses the Proposal Managers hear repeatedly.*

**September 14**

*TBD*

We are recruiting speakers for the conference, so if you have a favorite proposal topic that you'd like to share with your professional peers, contact Teresa Kovalcson, [teresa.kovalcson@mtctechnologies.com](mailto:teresa.kovalcson@mtctechnologies.com), or one of the other conference co-chairs listed below. If you are considering presenting at the 2006 APMP Annual Conference, the SPAC provides a great opportunity for tuning your presentation for a "live" (and supportive) audience.

Check the APMP web site, the chapter sites, <http://www.apmpgeorgia.com/> or <http://www.apmp.org/carolina/index.html>, and future Perspective articles in the near future for more information about the theme, speakers, and registration.

Come share a memorable day with your fellow proposal professionals, enjoy Atlanta's spectacular fall weather, and experience our legendary Southern hospitality on Friday, October 21, 2005.

Michelle Norman,  
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<p><b>On the Web</b></p> <p>National Web Site: <a href="http://www.apmp.org">www.apmp.org</a></p> <p>Chapter Web Site: <b>(New!)</b> <a href="http://www.apmpgeorgia.com">www.apmpgeorgia.com</a></p>
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## Job Opportunities

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

Company	Position Title/Location
AMEC	Marketing Coordinator, Atlanta, GA
OneSource Management, Inc.	Proposal Coordinator, Atlanta, GA
Affiliated Computer Services.	Proposal Development Manager, Atlanta, GA  Proposal Development Specialist, Atlanta, GA  Publication Specialist (Graphic/WP Specialist) Temp to Perm, Atlanta, GA  Work Plan Administrator, Atlanta, GA
Griffin Services, Inc.	Proposal Writer, Atlanta, GA
AMEC - Atlanta, GA	Temporary Marketing Coordinator,
CCCI - Atlanta	Temporary Proposal Writer/Editor,
OCI	Proposal Manager, Orlando, FL

### Welcome to these new members

Mike McKenzie - Manhattan Associates, Inc.

Teresa Kovalcson - MTC Technologies

Natt Davis - NF Davis Enterprises Inc.

Rachel Conine - Wireless Generation, Inc.

Karmen Fortenberry - Experian-Scorex

*Version 2.0 of our Membership Directory will be published/distributed at SPAC. Please contact Judy Shaw to update your information or to include your photo.*