



Welcome to Tomorrow!

CAN YOU BELIEVE IT IS 2006 ALREADY?

It seems like I'm always saying, "I'll handle it tomorrow... next month ... next year. Well, next year is here, and this is the time —to make things happen. You've come to the right place. Let's make this year all about YOU and how YOU can make changes.

If you are interested in professional developments, career enhancements, and new technologies, then let the Chattahoochee Georgia Chapter help you make your professional New Year's resolutions come true.

Fortunately, you are surrounded by a host of proposal professionals with years of experience, industry knowledge, and technical skills. And most importantly, they love to talk. There's not a shy one in the bunch. Seriously, just ask any chapter member how they like their job, and after 30 minutes you will have to excuse yourself, because not only are they talkative, they're passionate about what they do.

Saying all that, I issue a challenge to each chapter member. Seek out a visitor or new member and spread our brand of "Professional Southern Hospitality" and share some knowledge.

But we do more than just talk; we listen well and believe in giving. Tell us what we can give to YOU.

- What does it take to get you to join APMP?
- How do we keep you as an active member?
- What professional development do you need?
- What are your career goals and aspirations, and how can we help?
- What do you want/need from our program meetings?
- What do you need to locate on our website?
- What do you want our website to look like?
- How and what do you want us to communicate with you?

Please e-mail me at michellenorman@bellsouth.net or contact any board member, and let us know how we can meet your needs.

We are a professional organization that thrives on professional development, adapts to changes, and explores new technologies, and we are here for YOU.

Welcome to the first 2006 APMP Chattahoochee Georgia Chapter bi-monthly meeting. We're looking forward to a great beginning, and we welcome your feedback.

Michelle Norman
APMP Chattahoochee Georgia Chapter Chair (2006)

Job Opportunities

Company	Position Title/Location
Manhattan Associates, Inc	Proposal Coordinator Atlanta, GA Contact: Holly Glennon hglennon@manh.com

Welcome to APMP!

The following people have recently joined APMP. Please welcome them to our Chapter.

- **Bennett Campbell**, Sea, Land, and Air Professional Services, LLC
- **Kalisha Dozier**, AMEC
- **Donna Fountain** (Welcome Back!), AMEC
- **Laurie Golding**, Lanier Worldwide, Inc.
- **Kent Lows** (Welcome Back!), AMEC
- **Karlotta Sanders**, AMEC
- **Tiffany Wood**, Manhattan Associates

Being An APMP Member Has Its Rewards!

There are many benefits to joining APMP. Most importantly, our chapter provides a networking foundation for proposal professionals. Whether you are trying to break into the profession, solve a problem for your current company or client, or going through a job transition, having a strong network of professional peers is invaluable.

At APMP, we welcome both novice and seasoned proposal professionals to learn about the latest trends and issues in the world of proposal development and stay up-to-date on the latest innovations in proposal management. We also encourage you to share your experience and expertise with other members; proposal “shoptalk” can be exciting to the right audience!

In addition to networking and learning opportunities, APMP members receive:

- Educational conferences and Chapter dinner meetings at reduced member rates.
- *Proposal Management* magazine sent out bi-annually to keep you up-to-date on current trends, tools, and practices vital to the industry.
- Access to join APMP’s Commercial Interest Forum, which allows members to discuss issues that are affecting them today, ask for advice from other members, and share information that may be of interest.
- Chapter Membership Directory.

Be proud of your membership in APMP. Tell someone about it and invite guests to our meetings.

If you have any questions about membership in APMP, please send your inquiries to our Membership Chair, Joni Charron, at joni.charron@misyshealthcare.com.

A Few Words of

First – apology. I’m sorry that I can’t join you at the APMP meeting tonight. I had planned to introduce the 2006 Board tonight and give a short and hopefully enjoyable presentation. Fate intervened, and my new employer summoned me to a team meeting in New York. Our backup plan was all set and then was derailed for, ironically, the same reason. Allen Becker, incoming Program co-chair, has generously stepped in to give the presentation, and Teresa Kovalcson, incoming vice chair, has volunteered to run the meeting. I’m sure that it will go well in their capable hands.

Second – thanks. Sincere thanks to the members of the 2005 Chapter Board. Their support has been amazing and much appreciated. Many of these individuals served through both of my terms as chapter chair, and our success during this time is the result of their commitment and talents. Rotating off the Board for now are Doris Viall, Judy Shaw, Cindy Hunter, and Moumita Roy. My sincere thanks to each of you, and we look forward to your rejoining the leadership team after some well earned time away. Sincere thanks also to Bill Andre, Jennifer Durchin, Jim Keifer, and Hamby Groover, who are staying on the Board in their current roles.

Third – welcome. We have a strong slate of officers taking the chapter reins after tonight’s meeting. Michelle Norman will make an excellent chapter chair, supported by Teresa Kovalcson in the role of vice chair. As you recall, Michelle and Teresa teamed up with Joni Charron, incoming Membership chair, to manage last October’s highly successful Southern Proposal Accents Conference. Cathy Valerio will be our chapter secretary in 2006, and Reba Shoulders has already assumed the role of treasurer. Allen Becker has a number of good ideas and will make excellent contributions to our programs as a Program co-chair.

Finally – optimism. I hope that 2006 turns out to be a very successful, happy year for each of you and your families and loved ones. I also hope that you, like me, look on APMP as a professional “family” that you can both draw on in times of need and contribute to. We are always looking for ideas, officers, and conference leaders. We are actively recruiting co-chairs for the 10th Annual Southern Proposal Accents Conference scheduled for October 20. Working on the SPAC is a great way to get involved with the chapter. As many of us can attest—especially this year—the professional network of contacts that you build through APMP can be invaluable both professionally and personally. In a field that can be challenging and under-appreciated, it’s good to have friends who understand why you sometimes walk around like a blind zombie cursing sales reps under your breath.

Have a great year!

By - Keith Propst, Chapter Chair(2005)