



APMP Georgia Chattahoochee Chapter

May 2006 News

2006 Events

Dinner Meetings

Wednesday July 12

Wednesday September 12

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.

17th Annual APMP Conference

“Lessons Learned from Lagniappe: Proposing Extra Value to Gain and Keep Customers.”
May 23-26 at the Sheraton Hotel
New Orleans, Louisiana

10th Annual Southern Proposal Accents Conference

October 19 & 20, 2006
Atlanta, Georgia

Welcome to APMP!

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

Obi Anizor, **OMOLI, Inc.**

William B. Kaufmann, **Project Services Georgia LLC**

John Potter, **Datapath, Inc.**

Robyn D. Stone, **Systems & Methods, Inc.**

Chapter Membership

As part of APMP's 2006 membership drive, the name of every current member who recruits a new, dues-paid member will be entered in a drawing for a \$25 Publix Gift Certificate. Drawings will be held at upcoming Chapter dinner meetings on May 10, July 12, and September 13, 2006. For additional information, contact Membership Chair, Joni Charron at joni.charron@misyshealthcare.com.

National Web Site

www.apmp.org

Chapter Web Site

www.apmpgeorgia.com

One Tool at a Time

By Michelle Norman, Chapter Chair, Georgia Chattahoochee APMP Chapter

Anyone who works for a corporation is no stranger to corporate layoffs, mergers, and pay reductions. The most recently broadcasted merger between AT&T and BellSouth is estimated to layoff more than 10,000 employees. Layoffs and mergers allow companies to become more competitive, increase their market share, and enhance their value to stakeholders. And we have little to no control...or do we? Remember, 2006 is all about You (January newsletter).

So, how can we manage our careers similar to corporations? Let's view ourselves as individual corporations and add or enhance essential tools into our *Career ToolBox*. Since we can't control the constant layoffs and mergers, at least we can be prepared.

First, how do we become more *Competitive*?

- Add more credentials – college degrees, certifications, such as, APMP accreditation, Project Management Institute certification, etc.
- Become an expert in the field – publish articles, teach classes, write a book, present at conferences/seminars, participate in professional organizations, and network often

Second, what does market share have to do with proposal managers? Since market share relates to revenue, let's consider it *Income*. To increase our income, we can:

- Get a raise, promotion, bonus, better paying position, or second job
- Reduce debt, save more, and spend less

Third, how do we increase *value* to our stakeholders (present and future – co-workers, managers, and executives)? We can give them more than they expect. No, this does not mean working harder; it means working smarter. Be creative; display expertise and skills outside your normal job function, and:

- Become Multi-Positional – (Yes, I invented a new word.) Be a Michael Jordan in the Proposal World. Just because you don't have the position, doesn't mean you can't perform the role.
- Gain knowledge and skills – Have expertise or know how to perform all the functions in your work group: proposal manager, document specialist, content manager, technical writer, proposal director, etc.

Discussing how to accomplish these three *self-centered* goals is exciting. Yes, the goals are self-centered, because they are all about *You* — not your corporation. Note that this list is not all-inclusive, and each of you has ideas of what you want in your *Career ToolBox*.

Therefore, take a moment and jot down some essential tools, categorize, prioritize, plan, and implement your tools, based on importance, desire, and completion date. Then place your new and improved tools into your *Career ToolBox*, one tool at a time.

SPAC 2006 – What’s in your Proposal Management Toolbox?

By Teresa Kovalcson, Vice Chapter Chair and SPAC Chairperson

The Georgia Chattahoochee Chapter and the Carolina Chapter of APMP are once again hosting the Southern Proposal Accents Conference (SPAC) – and this year it’s our 10th Anniversary! We have made some changes this year as we strive to offer what you asked to see and hear. The biggest news is that we have outgrown our time slot and are going to expand to a day and a half schedule this year, so we can offer the detailed and in-depth seminars for which you have been asking. This year’s event is scheduled for October 19 and 20, 2006. A half-day event will take place on the 19th at a facility near to the Cobb Galleria Conference Center, with the full day events on the 20th taking place at the Conference Center itself. Information will soon be available on the details and pricing for this year’s event.

The SPAC committee has been busy also choosing this year’s theme. The chosen theme for the 10th Anniversary of SPAC is “What’s in Your Proposal Management Toolbox?” We are excited about this rich and diverse topic as it sets the stage for sharing and learning among our members and allows us to bring together the “best of breed” in a variety of proposal management areas. We will soon be soliciting abstracts from potential speakers – watch for the announcement!

Although our committees have been formed and work is under way, we are always looking for volunteers to help with SPAC. All volunteers are welcome! Please contact Teresa (contact information to the right) if you’d like to volunteer for SPAC, or if you need more information.

With the renovation of the SPAC website, visit the site and watch for up-to-date information on SPAC.

Job Opportunities

Visit the chapter website for details on the following listings:

Company	Position Title/Location
Stover & Associates, Inc.	Management Analyst Atlanta, GA Contact: Jodi Copenhaver jodi.cope@stoverteam.com
Scientific Atlanta	Proposal Manager Lawrenceville, GA www.scificatlanta.com Job Req. ID Number 2016



Chapter Website Facelift

In case you have not been to the Chapter Website in the last two weeks, you may be surprised to learn that our site has been given a facelift.

Our chapter first published a website in November 2001. At that time, we were a sub-page of the APMP National site (<http://www.apmp.org>). In January 2005, the chapter decided to establish our own domain address — separate from APMP National. Since then, our web address has been <http://www.apmpgeorgia.com>.

As the chapter Webmaster, two of my goals for this year are to update the appearance of the site and find ways of promoting the site to raise awareness about our chapter. The facelift is a major step towards achieving the first goal. I welcome any comments about our new look. I also would appreciate any tips that you might have for promoting the site. Please send your comments and suggestions to me at billandre@comcast.net.

2006 Georgia Chattahoochee Chapter Officers

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