



# APMP Georgia Chattahoochee Chapter

July 2006 News

## 2006 Events

### Dinner Meetings

Wednesday September 13

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: [www.acteva.com/](http://www.acteva.com/) or use the link on our chapter website.

### 10<sup>th</sup> Annual Southern Proposal Accents Conference

October 19, 2006 (Workshops)

CA, Inc. office, Atlanta

October 20, 2006

Cobb Galleria Conference Center

### Welcome to APMP!

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

Meghann Lewis, **Insider Newspapers**

Tov Brog, Proposal Consultant

### Chapter Membership

Congratulations to Mitch Reed from Datapath. Mitch won a \$25 gift certificate for recruiting his co-worker John Potter to APMP.

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@misysheatlhcare.com](mailto:joni.charron@misysheatlhcare.com).

### National Web Site

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

### Chapter Web Site

[www.apmpgeorgia.com](http://www.apmpgeorgia.com)

## Thoughts on Making Presentations

By Keith Propst, Promotion Chair, Georgia Chattahoochee APMP Chapter

If you haven't seen it, check out the Call for Presenters for the 10th Annual Southern Proposal Accents Conference (SPAC) on our chapter website ([www.apmpgeorgia.com](http://www.apmpgeorgia.com)). The Speakers Committee is accepting applications through July 28. The theme of this year's conference is "Proposal Power Tools for the Next Decade." Clearly, many topics can fit this theme, and creative suggestions are listed on the Call for Presenters.

In my "spare time," I've been trying to come up with a topic for a presentation. I'd like to encourage you to do the same, even if you've never presented before and are hesitant to get in front of an audience.

APMP does many things for us. One of the best benefits is the chance to interchange ideas with other proposal professionals. Between our chapter meetings, regional conferences, such as the SPAC, and the annual APMP conference, we have a variety of opportunities. In fact, it's entirely possible to develop one presentation and adapt it to each of these venues. Here are five good reasons for making a presentation at an APMP event:

1. It's a good way of contributing to the proposal profession and the mission of APMP
2. We each have our own set of experiences and unique perspective. We grow and learn by hearing new ideas from others.
3. Making a presentation is an excellent way of increasing your visibility within the profession. Many of us can testify to how important that can be over the ups and downs of a career.
4. You learn as much or more from developing a presentation as your listeners will from hearing it. Nothing makes you focus your thinking like imagining yourself stating your points in front of a group.
5. Public speaking is actually fun. The trick is to turn the nervous energy all speakers feel into increased focus and preparation. We will not all be polished presenters, but public speaking can definitely be learned and improved with practice. Plus, you'll never find a more supportive audience than an APMP group.

If you're a little hesitant, here's a tip that's worked for me. Find another APMP member, perhaps one who has already done a presentation, and do a joint presentation. It helps to have someone to bounce ideas off of, to share the work of developing the ideas and creating the slides, and to rehearse with. Having a presenter "buddy" also helps take the pressure off when the time comes to actually get up and speak.

So, look around and think about the things you do every day to improve the quality of your proposals or make your work easier. Tell the world about the biggest challenge you faced and how you resolved it. Challenge us, make us laugh, expose us to new ideas. Over the next two weeks, come up with an idea for a presentation for the SPAC. Or, if you want to start smaller, talk to Hamby Groover, Allen Becker, or Jim Keifer, our Program co-chairs, about speaking at a chapter meeting. We'll be listening.

## Got Ideas?

The 10th Annual Southern Proposal Accents Conference (SPAC) offers an opportunity for you to contribute to our profession by making a presentation. Past presenters have found the SPAC a supportive, user-friendly setting for sharing new ideas and increasing their visibility within the proposal community.

For instructions on how to submit a response to the SPAC Call for Presentations at:

<http://www.apmpgeorgia.com/SPAC%202006/Call%20for%20Speakers.pdf>

The Georgia Chattahoochee and Carolina APMP chapters will host this year's conference in Atlanta on October 19-20. The SPAC leadership team has come up with some innovative ideas for 2006 SPAC, so stay tuned.

## Meeting Sponsor

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We don't have a sponsor for this meeting, but this gives us a chance to remind all members to help us link up with companies that can sponsor an upcoming meeting. The cost to the sponsor is just \$50 to cover the cost of our meeting posting on the TechLINKS site. In return, the sponsor will be recognized in our email meeting announcements, the chapter website, and on the TechLINKS posting. The sponsor also gets 10 minutes at the meeting to discuss the services or products that they offer the proposal community. The sponsor is also encouraged to bring giveaways or door prizes.

So, as you do business with various vendors, think about suggesting that they sponsor a chapter meeting as a way of expanding their visibility in the proposal community. The process is simple. Just put the vendor rep in touch with Teresa Kovalcson, Vice Chapter Chair.

## Job Opportunities

Visit the chapter website for details on the following listings:

Company	Position Title/Location
Stover & Associates, Inc.	<b>Management Analyst</b> Atlanta, GA Contact: Jodi Copenhaver <a href="mailto:jodi.cope@stoverteam.com">jodi.cope@stoverteam.com</a>
VP Recruiting	<b>Proposal Manager</b> Woodland Hills, CA <a href="mailto:klong@directapps.com">klong@directapps.com</a> VP Recruiting

If you hear of proposal job openings in the Atlanta area or Southeast, please pass them on to our Job Opportunity chair, Jennifer Durchin. As a service to our members, the chapter posts openings for 30 days at no cost to hiring company, and the time can be extended if needed. We will also post information about proposal consulting/contracting needs. To cover a broader audience, jobs can also be submitted to the main APMP website job board at a cost of \$45 for 21 days

***Be sure and check out the new look of our website. A big "Thank you!" to Bill Andre for finding and implementing the new template.***

## 2006 Georgia Chattahoochee Chapter Officers

<b>Chapter Chair</b>	Michelle Norman 404.946.1051 <a href="mailto:michelle.norman@ca.com">michelle.norman@ca.com</a>
<b>Vice Chapter Chair</b>	Teresa Kovalcson 770.692.1270 <a href="mailto:teresa.kovalcson@mtctechnologies.com">teresa.kovalcson@mtctechnologies.com</a>
<b>Program Co-chair</b>	Hamby Groover 404.829.6359 <a href="mailto:hamby.groover@bellsouth.com">hamby.groover@bellsouth.com</a>
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<b>Treasurer</b>	Reba Shoulders 678.319.5605 <a href="mailto:reba_shoulders@adp.com">reba_shoulders@adp.com</a>
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<b>Membership Chair</b>	Joni Charron 770.591.9605 <a href="mailto:joni.charron@misishealthcare.com">joni.charron@misishealthcare.com</a>
<b>Promotion Chair</b>	Keith Propst 404.946.1006 <a href="mailto:propst_k@bellsouth.net">propst_k@bellsouth.net</a>
<b>Job Opportunity Chair</b>	Jennifer Durchin 678-469-8823 <a href="mailto:jennifer.durchin@gmail.com">jennifer.durchin@gmail.com</a>
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<b>Conference Co-Chair</b>	Teresa Kovalcson 770.692.1270 <a href="mailto:teresa.kovalcson@mtctechnologies.com">teresa.kovalcson@mtctechnologies.com</a>
<b>Conference Co-Chair</b>	Joni Charron 770.591.9605 <a href="mailto:joni.charron@misishealthcare.com">joni.charron@misishealthcare.com</a>

## Looking for a Job or Contracting Position?

If you are looking for a full time position, we will post resumes for chapter members on the Jobs page of the chapter website. at no charge.

If you are a proposal contractor/consultant and what to "hang your shingle" on the Internet at the right price, contact our webmaster, Bill Andre, about posting your contact information and resume/datasheet on the chapter website.

**Hint:** If you looking for proposal support from a local contractor/consultant, the place to start looking is on the GA APMP website Proposal Consulting page.