



APMP Georgia Chattahoochee Chapter

January 2007 News

2007 Events

Dinner Meetings

As a reminder, our meeting schedule is posted on the News page of the chapter website: <http://www.apmpgeorgia.com/News.htm>. Add these dinner meeting dates to your calendar:

Wednesday, March 14

Wednesday, May 16

Wednesday, July 11

Wednesday, September 12

Wednesday, December 12 (First-time Special Holiday Celebration)

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.

Welcome to APMP!

APMP provides opportunities through membership to gain valuable knowledge about business development and industry best practices to help you and your enterprise achieve high growth goals. The following people have recently joined APMP. Please welcome them to our Chapter:

- ? Jill Beck, **Proposal World**
- ? Janet Boroff, **First Data Government Solutions**
- ? Terry Bowen, **DataPath, Inc.**
- ? Alan Stewart, **VT Griffin**
- ? Nicole Walker, **RTI International**
- ? Diane Fei, **Technicolor**
- ? Susie Franks, **Technicolor**
- ? Kimberly King, **ProfitLine Inc.**
- ? Sandy Luttrell, **Hewlett-Packard Co.**

National Web Site

www.apmp.org

Chapter Web Site

www.apmpgeorgia.com

Introducing The 2007 Chapter Officers:

We are proud to announce the 2007 APMP Georgia Chattahoochee chapter board members.

Chapter Officers

Chapter Chair	Michelle Norman 770-808-7922 michellenorman@bellsouth.net
Vice Chapter Chair	Teresa Kovalcson 770.692.1270 teresa.kovalcson@mtctechnologies.com
Program Chair	Cathy Valerio 404.946.1139 Catherine.valerio@ca.com .
Program Co-Chair	Veronica Hartwell Roni36@aol.com or Vhartwell@thenominalgroupp.org
Program Co-Chair	Jim Keifer Jim.keifer@mail.sprint.com or Jvkeifer@earthlink.net
Program Co-chair	Allen Becker 770.829.1400 Allen.becker@acs-inc.com
Acting Treasurer	Teresa Kovalcson 770-692-1270 Teresa.kovalcson@mtctechnologies.com
Secretary	Karlotta Sanders Karlotta.Sanders@amec.com
Membership Chair	Mike McKenzie Mike.mckenzie@proposalsoftware.com
Promotion Chair	Keith Propst 404.946.1006 Propst_k@bellsouth.net
Job Opportunity Chair	Joni Charron 770.591.9605 joni.charron@misyshealthcare.com
Webmaster	Bill Andre 770-591-8383 billandre@comcast.net
Conference Co-Chair	TBD
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The 11th Annual Southern Proposal Accents Conference (SPAC)

Since the Annual Conference is being held in Savannah, Georgia, our SPAC leadership team felt that this was the right year to do something we have discussed for several years—hold the SPAC in the Research Triangle after 10 years in Atlanta. The Carolina APMP Chapter is taking the lead in handling the conference logistics and has negotiated an agreement with an excellent facility in Chapel Hill, near the University of North Carolina.

Therefore, our 11th Annual Southern Proposal Accents Conference (SPAC) will be held in Chapel Hill, NC (outside of Raleigh, N.C.) at The Friday Center on October 11, 2007. The chapters feel that holding the conference in Carolina will help our sister chapter reach an untapped group of potential attendees and members.

The Georgia Chapter will continue to co-host the SPAC and will play an active role in recruiting speakers, planning the programs, and managing the actual event. We expect the 2007 SPAC to be another excellent event and encourage you to make the short trip up to a beautiful part of the South in October.

More information about the specific theme and presenters will be posted to our chapter website as it becomes available.

APMP Conference for 2007

The 2007 APMP Annual Conference will be held in Savannah the week of Memorial Day in late May. The theme of the APMP Annual Conference is “From Best Practices to Body of Knowledge.” The conference will be held at the Savannah International Trade and Convention Center, which is adjacent to the Westin Savannah Harbor Golf Resort and Spa. The conference center and hotel are located on Hutchinson Island, just a short (free) water taxi ride across the Savannah River from the shops and restaurants on River Street and historic downtown Savannah.

The call for conference presenters late last year generated an excellent response, with several members of the Georgia Chattahoochee chapter submitting presentations for consideration. Preliminary hotel and conference information is now available on APMP.org and will be updated as the conference date approaches.

Depending on how you drive, Savannah is about 4 hours from Atlanta via I-75 to Macon and I-16 down to the coast. This is the closest Annual Conference yet, and we expect to have a strong turnout from our chapter. Our Board is exploring ideas for a special welcome to attendees from our chapter. Stay tuned and mark your calendars now for a fun and educational week.

Job Opportunities

Visit the chapter website for details on the following listings:

Company	Position Title/Location
ACS	Proposal Production Manager Atlanta, GA Allen.Becken@acs-inc.com
Ernst & Young LLP	Senior Communications and Pursuit Strategist (Proposal Writer) Atlanta, GA http://www.ey.com/us/careers
USMotivation	Proposal Development Manager Atlanta, GA 678-323-2598 talewis@usmotivation.com

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, and ask for advice from other members.
- ✍ Chapter Membership Directory
- ✍ Access to Job Postings

If you have questions about APMP membership, please contact our incoming Membership Chair, Mike McKenzie, Mike.McKenzie@proposalsoftware.com.

Meeting Sponsor – Shipley Associates

Since 1972, Shipley has become a global leader in providing capture and proposal consulting, business development training, and process improvement services and tools to companies worldwide. Over the past 5 years, Shipley has supported its clients on more than 600 proposals with a combined potential value of over \$300 billion. Shipley provides business development services to 22 of the top 25 defense contractors and 10 of the top 12 information technology firms in the world. In addition to a full suite of proposal management and business capture training, Shipley offers APMP Professional Accreditation Coaching workshops as an APMP Approved Training Organization (ATO).

Shipley has generously provided exciting door prizes for attendees of the January meeting, including:

- ✍ Paid attendance to the next chapter dinner meeting
- ✍ A copy of the Shipley Proposal Guide
- ✍ Enrollment for the Shipley online APMP accreditation prep course (Valued at \$395!)
- ✍ A free seat at the winner's choice of a Shipley public workshop (Valued up to \$1,300!! - Travel excluded, of course)