



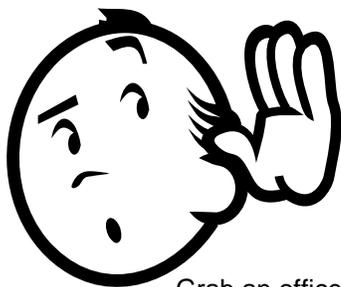
COMMITTED TO THE PURSUIT OF PROPOSAL EXCELLENCE



Bring a Friend – and Win!

Don't forget that guests, their hosts and anyone attending a Chapter meeting for the first time are eligible to win a \$50 Amazon.com Gift Card, courtesy of **Proposal Software, Inc.**

Anyone bringing two guests to the March meeting will be eligible for a special prize. Watch your emails and Chapter announcements for more details. For information contact, mike.mckenzie@proposalsoftware.com



Sorry, we didn't hear you... Did you say something? You would like to see what type of programs? Did you say something about tools, tips and techniques you would like to know more about?

Grab an officer and tell them what you would like to see.



Save the Dates

- APMP Georgia Chattahoochee Chapter Meeting, **Wed, May 14**, Crown Plaza

The 19th Annual APMP International Conference, Tue, **May 27 – Fri, May 30**, Rancho Mirage, California

APMP National Conference

The theme for the 2008 APMP National conference is “*Global Positioning Strategies for Capture and Proposal Professionals.*” The conference will be held in Rancho Mirage, California, from May 27-May 30, 2008. The theme includes two thrusts: the international or global nature of our organization, and the relevance of the capture phase of business development in the proposal profession.

Conference Program Plan

Based on feedback from previous conferences, this years conference is designed to transcend “Proposal 101” topics and presentations. This years presentations are from across the full spectrum of business development topics: market development and business strategy, capture development and strategy, proposal development and strategy, and professional strategies.

Please check <http://www.apmp.org/ca-29.aspx> for updates.

Chapter Chairs

Chapter Chair, Allen Becker, allen.becker@acs-inc.com

Vice Chapter Chair, Michelle Norman, michellenorman@bellsouth.net

Program Chair, Cathy Valerio, catherine.valerio@ca.com

Program Co-Chair, Jim Keifer, jvkeifer@earthlink.net

Program Co-chair, Keith Roberts, kroberts@seagullsoftware.com

Treasurer, Jim Keifer, jvkeifer@earthlink.net

Acting Treasurer, Allen Becker, allen.becker@acs-inc.com

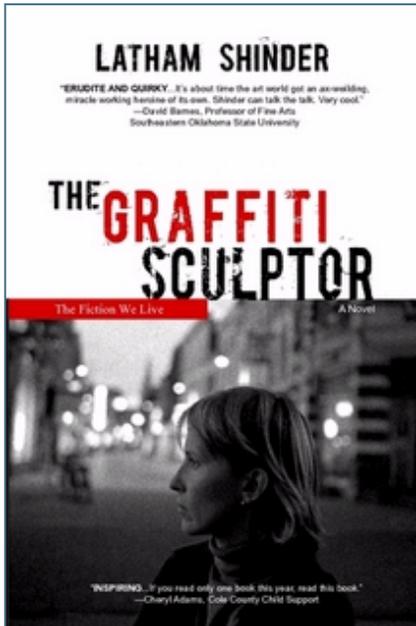
Secretary, Karlotta Sanders, karlotta.sanders@amec.com

Membership Chair, Mike McKenzie, mike.mckenzie@proposalsoftware.com

Promotion Chair, Keith Propst, Propst_k@bellsouth.net

Job Opportunity Chair, Joni Charron, joni.charron@misyshhealthcare.com

Webmaster, Bill Andre, billandre@comcast.net



Help a Fellow Proposal Manager Start a New Career

Do you ever daydream about a different career direction? One of our peers did, and he has taken the first steps to turn the daydream into reality.

A fellow proposal professional and member of the new Central Texas APMP chapter has published his first full-length fiction thriller. Latham Shinder is an independent proposal manager and technical writer based near Dallas. Latham “took the plunge” several years ago, deciding to leave full-time employment to work on a novel. Here is the description of his first book from the LuLu.com website:

“**THE GRAFFITI SCULPTOR** is about a streetwise young sculptor with a lump in her breast who secretly begins carving her art on the sides of buildings in downtown Dallas. Almost overnight, her art gains a following, not because it’s beautiful, it’s not, but because her sculptures can heal. A nationally known televangelist and faith healer, Pastor Sammy Gann, sees the healing art as bad for business and will do anything to keep the public from putting a face to the saintly deeds. Any face, that is, other than his.”

Reader comments on the book cover state:

“Erudite and quirky...It’s about time the art world got an ax-wielding, miracle-working heroine of its own. Shinder can talk the talk. Cool.”

—David Barnes, Professor of Fine Arts, SOSU

“Inspiring...If you read only one book this year, read this book.”

—Cheryl Adams, Cole County Child Support

Latham’s book can be ordered online at <http://www.lulu.com/content/1372062> in either print or download format and is also available on Amazon.



SPAC Needs You

The time has come to start planning for the 12th Annual SPAC. We are looking for, **dedicated, motivated, insightful, persistent, and willing to think outside the box committee members.**

We need volunteers for the Speakers, Exhibitors, Door Prizes, Financials, Registration, Publicity, Conference Packet/Binder, Hospitality and Room Monitor committees.

See one of the chapter chairs for more information and to volunteer.

Jobs

Are you looking for work in the proposal arena? Do you know of a job that is available?

Check here for job opportunities or to post a position

<http://www.apmpgeorgia.com/Jobs.htm>