



APMP[®]

PACIFIC NORTHWEST
CHAPTER

This will be a
Great Opportunity to
Update your Tool Kit:

We will host an APMP
professional certification
class on September 23.

You can obtain 8 CEUs

We plan to have Corporate
Partners represented at the
Symposium.

Visit our website for more
information:
www.apmpnacnw.org

Registration:

Register at our website using the
Paypal link at apmpnacnw.org
or mail a check.

Payment must be received by
APMP-PNC by September 10, 2010
in order to receive a discount.

Mail your check, payable to
APMP-PNC, 13501 227th Ave NE
Woodinville, WA 98077

Registration confirmations will be
issued after receiving payment in
advance.

For more information, visit
our website: apmpnacnw.org

ASSOCIATION OF PROPOSAL MANAGEMENT PROFESSIONALS (APMP)
PACIFIC NORTHWEST CHAPTER'S

Fall Symposium

Sheraton Seattle Hotel

September 24, 2010 – 7:30 am to 5:00 pm

- Learn the latest tools and techniques for winning the BIG One from these nationally recognized experts.
- Come a day early for APMP Foundation-level training and certification.



Enjoy our terrific Keynote Speaker Tom Sant
Plus five other top-flight experts in proposal development

- **Dr. Tom Sant** - Principal, The Sant Corporation
- **Jessica Morgenstern AFAPMP** - APMP Secretary; Business Development Operations Manager, Northrop Grumman
- **Dr. Amy McGeady** - President, Propel Consulting
- **Beth Wingate, AM.APMP** - Managing Director of Proposal Development and Corporate Communications, Lohfeld Consulting
- **Mike Parkinson** - Principal, 24 Hour Company
- **B.J. Lownie** - Strategic Proposals, LLC

Land the BIG Contracts!

Tools and Techniques for Proposal Professionals

If your proposal tackle box needs a better assortment of tools and techniques to help you land those must-win contracts, you won't want to miss the upcoming **APMP Pacific Northwest Fall Symposium on Friday, September 24, 2010 in Seattle, Washington**. Whether you are a seasoned proposal professional or a newcomer to the proposal development environment, you will take away tools and techniques you can use immediately in your job.



Six top-flight experts in proposal development will share their extensive proposal knowledge on topics ranging from creating high-impact graphics to forming virtual teams. These experts are seasoned speakers with long lists of credentials in proposal management.