



**Meeting Minutes – Board of Directors**

*Date of Meeting:* Thursday – May 17, 2007  
*Location:* Teleconference  
*Time:* 4:00pm – 4:30pm  
*Present:* Beth Goonan, Paula Grey, Jon Myerov, and Lisa Payne  
*Absent:* Paul Ainsworth, Paul Heintel, Gregg Kulichik, Mike McKenzie, and Tim Nason.,

*Next BOD Meeting:* May24, 2007, Time 4:00pm, Online

<b>Nor'easters Board of Directors</b>	
<b>Position</b>	<b>Chair</b>
President	Jon Myerov
Membership	Tim Nason, Lisa Payne
Programs	Paul Ainsworth, Beth Goonan, Mike McKenzie
Secretary	Paul Heintel
Treasurer	Paula Grey
Web/Publicity	Gregg Kulichik
President Emeritus (non voting)	Gary Crosby

**Topics Discussed**

- Fall Conference “Getting to First Place”
- Webinar

**Discussions**

**Fall Conference – “Getting to First Place”**

*Conference abstracts* – We have 1 abstract submittal and 2 people who will possibly submit an abstract.– BUT WE NEED MORE!

- Use Nor’easter presence at APMP in Savannah to generate interest and get abstract submittals
- Paula will send out the call again early next week, with a “time is running out” message
- Nor’easter BOD members should be prepared to make some calls to contacts in proposal world if we need more people on board

*Conference Venue* – Beth and Jon visited Regency in Westford as a possible fall conference venue. Tomorrow (5/18), Beth and maybe Lisa will visit the Sheraton in Nashua. We will continue to negotiate with our chosen venue and finalize a decision ASAP, but we’re in range price-wise.



**APMP Nor'easters**  
*Keeping New England Proposal Efforts on a Winning Course*

*Sponsor Participation* –We need to have a discussion on how we'll reach out to solicit sponsor participation in the fall event and whether the chapter seed money that had been provided counts toward the fall conference.

**Webinar**

We are going to “test” the Webinar function for next week’s BOD meeting. The BOD will be sent invitations.

**Conference Schedule -**

<b>Tentative Conference Schedule</b>			
<b>Conference Theme: Getting to First Place</b>			
<b>Time</b>	<b>Activity</b>		
8:00 – 9:00	Registration		
9:00 – 9:30	Chapter President’s welcome and opening remarks		
9:45 – 10:45	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;">           Presentation A  <b>Getting Maximum Quality in Minimum Time</b> </td> <td style="width: 50%; vertical-align: top;">           Presentation B  <b>Combating Incumbent-it is – Overcoming Overconfidence in Your Sales/Proposal Team</b> </td> </tr> </table>	Presentation A <b>Getting Maximum Quality in Minimum Time</b>	Presentation B <b>Combating Incumbent-it is – Overcoming Overconfidence in Your Sales/Proposal Team</b>
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11:00 – 11:45	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;">           Presentation C  <b>How Good is Your Competitive Intelligence? – Finding, Verifying and Validating Information</b> </td> <td style="width: 50%; vertical-align: top;">           Presentation D  <b>Collaborative Tools for Geographically Distributed Teams/ Maximizing Communications/Collaboration in Geographically Distributed Teams</b> </td> </tr> </table>	Presentation C <b>How Good is Your Competitive Intelligence? – Finding, Verifying and Validating Information</b>	Presentation D <b>Collaborative Tools for Geographically Distributed Teams/ Maximizing Communications/Collaboration in Geographically Distributed Teams</b>
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12:00 – 1:30	Lunch and vendor recognition		
1:45 – 2:45	<table border="0" style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;">           Presentation E  <b>Advancing Your Career: APMP Professional Accreditation Program Overview</b> </td> <td style="width: 50%; vertical-align: top;">           Presentation F  <b>Claiming Your Seat at the Table (Discussion of whether proposal managers are part of the leadership team and if not, how to get there)</b> </td> </tr> </table>	Presentation E <b>Advancing Your Career: APMP Professional Accreditation Program Overview</b>	Presentation F <b>Claiming Your Seat at the Table (Discussion of whether proposal managers are part of the leadership team and if not, how to get there)</b>
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3:00 – 4:30	Panel Discussion with three panel members and a moderator. Each panel member allowed 20-25 minutes to present, followed by questions/discussion <b>Panel members will speak about their own proposal experiences</b>		
4:30 – 4:45	Closing		
4:45 – 6:00	Happy Hour		

**Actions**

- Beth and Lisa to visit the Sheraton Nashua
- Lisa to send webinar invite for next week’s meeting
- Decide Nor’easter presence at Chapter Chairs meeting



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- Re-send call for abstracts
- Use Savannah event to publicize Fall Conference, solicit presenters, and generate excitement
- Decide venue location
- Monitor forums!