



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

## Memorandum

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Date: 07/19/07  
From: Paul Heintel  
Subject: APMP Nor'easters, Chapter Meeting Minutes  
  
Distribution: Paul Ainsworth, Beth Goonan, Paula Grey, Paul Heintel, Gregg Kulichik, Tim Nason, and Lisa Payne  
CC: Gary Crosby, Mike McKenzie

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Message

### **Minutes from July 19, 2007 Webinar meeting: 1:00 – 2:30pm**

#### 1. **Attendees**

Board of Directors in attendance: Paul Heintel, Gregg Kulichik, Jon Myerov, Tim Nason, and Lisa Payne .Paul Ainsworth, Beth Goonan, and Paula Grey were absent.

Chapter Members and APMP Members from Other Chapters in attendance:

The electronic attendance sheet for our first Webinar is shown on the following page. We had 39 registrants for the Webinar with 28 registrants participating. Our stalwart New Englanders were joined in today's meeting by APMP members from California, Illinois, Pennsylvania, and Texas.

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|           |            |                                 |                 |    |
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**2. Presentations**

Jon Myerov - Chapter President Jon Myerov kicked off our first Webinar-based chapter meeting with a presentation on chapter accomplishments and up-coming events for the year. He noted all that the chapter has accomplished with a special note that the best was yet to come – our Fall Symposium.

Lisa Payne - Our featured presenter was Lisa Payne, President and Co-founder of XRSolutions LLC. Lisa's presentation was a demonstration of how MS SharePoint can be used to streamline the proposal development process. MS SharePoint is a cost-effective document management and collaboration system that can be fully customized to fit a particular business need. It can help proposal teams manage content, create proposal workspaces for team collaboration, manage activities associated with proposal development, create workflows, and much more.