



Keeping New England Proposal Efforts on a Winning Course

CALL FOR ABSTRACTS: *Setting the Stage for Proposal Success*

The APMP Nor'easters Chapter welcomes abstracts for presentations at our 4th Annual Fall Symposium. The theme for this year's symposium is ***Setting the Stage for Proposal Success***.

Location: TBD
Date: Friday, October 1, 2010
Time: 8:00 a.m. to 6:00 p.m.

The APMP Nor'easters symposium planning is in full-swing! This full-day event will feature interactive presentations, informative vendor displays, and numerous opportunities to network. Sessions will cover a range of proposal-related topics appealing to both new and seasoned proposal professionals in commercial and government environments. APMP professional accreditation training will also be offered the day before the symposium.

Share your experience and knowledge

All presentation topics are welcomed and will be considered. Be creative!

Following the ***Setting the Stage for Proposal Success*** theme, below are a few suggested presentation titles/topics:

- **The Cast and Crew** – strategies for staging an effective kick-off meeting
- **The Script** – taking the time to understand the client's/funder's needs & hot buttons
- **Leading Roles** – what it takes to be an effective proposal 'driver' (terms/roles vary, but essentially the bid manager/proposal manager); or conversely, how to work effectively with a proposal driver (coordinator's perspective)
- **Creative Director** – new or innovative approaches to proposal development/management
- **The Props** – tools/approaches for clearly directing the team at each stage in the process (e.g., assessment/development/reviews/submittal/debrief)
- **The Understudy** – ways to adapt and stay focused when major proposal disruptions/ stoppages occur (changes in team organization, unexpected RFP amendments, etc.)
- **The Emmy** – strategies for motivating/re-energizing/rewarding your overworked & understaffed team

Other topic ideas:

- Persuasive Writing/Messaging
- Proposal Management
- Tools of the Trade
- Technology
- Knowledge Management
- Graphics Development
- Proposal Project Management
- Legal Issues
- Career Development
- Business Practices
- Training
- Research Methodology
- Globalization
- People/Team Management
- Content Management



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Choose your format

We welcome traditional speaker presentations, as well as other formats. You can use any of the presentation formats listed below, or submit your own idea!

- Traditional speaker presentation
- Panel - A small group of presenters shares information with the audience, which might be asked to offer their views
- Round Table - A facilitator encourages the sharing of information within and among groups
- Debate - The audience is divided into groups to debate both sides of a topic
- Mock Trial and Situation - Create a situation such as a red team review or proposal presentation and have the audience plan or assess the process and outcomes
- Role-Play - Individuals act out situations to illustrate points

Presenters

One or more individuals may present a session. Consider partnering with corporate partners or other proposal management practitioners who can provide a different perspective on your topic.

Submitting your abstract

Please be accurate and avoid typos. If your abstract is selected, this information will be used for publications. Please include the following information with your abstract:

- Session Title - The title of your presentation.
- Intended audience - Indicate your target audience (proposal professionals who focus on the government/military, commercial entities, both).
- Summary - Describe your presentation's content in 100-150 words. This will be used in the final program to attract attendees.
- Presenter Information - Contact information and bio for all session presenters.

Presentations should be 1 hour long, including 10-15 minutes for questions. If you wish for a longer session, this will be considered (please include this request in your abstract).

Email abstract submittals to Symposium Director, Becky Gennaro, at becky.gennaro@ironmountain.com no later than **June 30, 2010**.

Presenters will be notified by July 15, 2010.

For more information

Please visit us on the Web: <http://www.apmp-ne.org>