MESSAGE FROM THE PRESIDENT

Summer is almost over. Wow. Where has most of 2016 gone? And what will we do with what remains? Well, in case you haven’t heard, October 3-4 is our Annual Symposium, at the Hilton Garden Inn O’Hare in the Chicago area. If you haven’t already registered, I would strongly encourage you to do so. Why? Here are just a few reasons:

The Speakers: We have pulled together a group of experts in our field to pass lessons to those in attendance. Especially this Farrell kid. He’s a real up and comer.

The Other Registrants: Whenever I attend an APMP event, I greatly enjoy talking about our industry with other people who live in our world. I inevitably end up making a few friends and connections with people. I can’t guarantee this will happen for you, but the odds are high.

Continuing Education Units: Did you know that when you attend you attend the Symposium you get lots of CEUs? Well… you do.

Chicago! We have held our Symposium in Chicago each year because it’s centrally located and it has the highest concentration of chapter members (by a long shot). As it turns out, there are plenty of things to do there.

I’m sure there are lots of other reasons. Maybe you are dying to share a beer with Alan Minnick. Perhaps you want to know what designer your Chapter President will be wearing (most likely JC Penney). In any case, I’m hoping you consider the real benefits of coming to Chicago to join us. The benefits are real—as are the good times. As is the peer pressure.

Bruce Farrell
Chapter President
WELCOME NEW MEMBERS! «

» Peggy Amor, Affinis Corp (Kansas)
» Mary Andersen, ADP (Iowa)
» Wendy Anderson, Unisys (Michigan)
» Victoria Averbukh, CoreSource, Inc. (Illinois)
» Cynthia Avey, Spirit AeroSystems, Inc. (Kansas)
» Carrie Birge, Salesforce (Indiana)
» Stacey Brewer, Accelerated Technology Laboratories, Inc. (North Carolina)
» Catie Copple, Salesforce (Indiana)
» Steven Craig, Optum (Minnesota)
» Linda Decker, CivicPlus (Kansas)
» Angela El-Amin

» Carlton Francis, FrancisFrancis (Ohio)
» Meredith Fratantonio, Annashae Corporation (Ohio)
» Adeline Gwellem, IBM (Minnesota)
» Amy Jeppesen, West, a Thomson Reuters business (Minnesota)
» Rebecca Loomans, Badger Meter, Inc. (Wisconsin)
» Eileen Luhta McFarlane, Hewlett Packard Enterprise (Ohio)
» Amanda McGowan, Allied Solutions (Minnesota)
» Jared Missler, Eaton Corporation (Michigan)
» Samantha Morton, Child Trends (Maryland)
» Sheila Nero, Franklin Energy Services (Wisconsin)
» Michael Parker

» Tara Pettit, CareSource (Ohio)
» Denise Phelabaum Evans, IBM (Missouri)
» Penny Roeder, IBM (Minnesota)
» Beth Rogness, SPS Commerce (Minnesota)
» Leslie Saxman, Salesforce (Indiana)
» Erin Sebastian, HNTB (Wisconsin)
» Elizabeth Shortreed, Optum (Minnesota)
» Jean Stevenson, Optum (Illinois)
» Jodi Winberg, Short Elliott Hendrickson Inc. (Minnesota)

The GMC Chapter now has:

361 members on
72 followers on
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DID YOU KNOW?
PLAY TO WIN
REGIONAL SYMPOSIUM
OCTOBER 3 - 4, 2016

REGISTER TODAY FOR OUR FOURTH ANNUAL SYMPOSIUM!

Location
Hilton Garden Inn O’Hare, Des Plaines, Illinois | Group Rate: $149 (click here to reserve your room today)

Date
October 3-4, 2016 (evening networking reception on 3rd, and all-day educational sessions on 4th)

Session Topics
Winning as the Underdog - David Bol
Applying Endurance Training to Best Practices in Proposal Preparation - Mark Wigginton
Quality Play Book: Formatting and Editing Checklist - Brittony Martin
Five Forces That Help You Win! - Randy Richter
Keeping Score: How Do You Measure the Capture Team’s Performance? - Brandi Steckel
Steve Bartman, the Chicago Cubs, and the Science of Happiness - David Sotolongo
Prep for Success: Strategies to Develop Your Winning Team - Erin Thedwall
Extreme Slide Makeovers - Bruce Farrell
IMPROVing Communications - B.J. Lownie

Symposium Registration - click here to register
$190 for members/$210 for non-members

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- Pipeline development
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- Proposal management, writing, and review
- Professional training

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Last summer, Christina Lewellen joined APMP as its new Vice President of Business Development and Operations. She joined APMP with a diverse career in both the association and corporate sectors. Christina started her career in journalism, working as a newspaper reporter and television producer. She moved to the association realm as the editor of a national trade publication, and during her time there focused on business development opportunities for its owner. After obtaining her MBA from the Rochester Institute of Technology, she served as the director of communications for the Air Conditioning Contractors of America and later as the director of public relations and communications for The Long & Foster Cos., the largest real estate company in the Mid-Atlantic region. In addition to developing new programs to increase APMP’s corporate memberships, she uses her extensive media background to help APMP with story placement in national, international and business trade press.

What has impressed you most about APMP so far?
I think APMP members are a powerful group of professionals. Proposal managers and business development professionals are the economic engines for so many companies and organizations around the world—it’s really pretty astonishing if you stop to think about it.

What are the most valuable things that APMP offers its members?
One of the best-kept secrets of APMP membership is our monthly webinar series. It’s free to members, and if you don’t have time to watch it live, you can register for the webinar and receive an auto-email with the on-demand version. The topics are relevant and the speakers are the industry’s best. They’re worth checking out.

The APMP Body of Knowledge is a go-to resource whenever you’re trying to improve your proposal or business development processes. It’s a gold mine of best practices and industry-accepted approaches to win more business.

Finally, APMP recently invested in a member services center team to provide professional, efficient support for all of its members. If you’re looking for an answer or have trouble accessing something on the website, save this email: membership@apmp.org. There’s a team of people ready to help you!

Why do you think it’s important for our members to attend regional events?
Proposal management professionals are often on a bit of an island in their companies and organizations. When you come to in-person events, you are among your tribe! You’re shoulder-to-shoulder with professionals who are tackling the same challenges you face, and you’re learning from the leaders in the field. Leave the island—go to your regional chapter events!

Are you looking forward to the GMC Symposium?
Oh, absolutely! I’m so excited about the growth potential for APMP in the Midwest Chapter’s region. There are so many strong centers of commerce that rely on proposal management professionals and I’m looking forward to meeting some of the leaders in the Midwest. I’m confident that the Midwest Chapter is poised for growth in the near future!

What are some of the benefits of corporate membership?
If you have a proposal team of a fairly significant size—say, 10 or more professionals—it makes a lot of sense to look at corporate membership options. The greatest benefit to the company is that the membership doesn’t leave with individuals if they leave the company. Corporate membership “seats” can be transferred from the departing employee to the new hire. Also, there is some savings to be realized when you start bundling APMP membership, certification, and event registrations. All of the packages on the website are suggestions—contact me and we can start building a custom solution for your proposal team.

Thank you, Christina! Have questions regarding corporate membership? Contact Christina!
There are two elements needed to succeed in business.

The first is a good strategy – making sure you’re heading in the right direction and focusing on the most valuable opportunities.

The second is how well you do your work. You must perform with speed, positivity, efficiency, and drive to achieve great things.

You need to get your mind right. You need to maintain a high level of personal motivation to win. If you’ve been finding it hard to stay motivated, here are some techniques that can really help you.

Make a genuine commitment to personal excellence
If you look at how most people work, they certainly have a commitment to getting the job done, but not necessarily to doing things in an excellent manner. I have found that by simply making the decision to do everything as well as you can (in the time available), you not only get better results but your self-respect, self-image, and personal motivation skyrocket.

This commitment to excellence must be adhered to regardless of the mediocrity of the people around you. You are choosing to be outstanding no matter what.

Remind yourself daily of your strong points
Ambitious people often have a major personality flaw. They beat themselves up for their weak points. In fact in my experience coaching business executives from all over the world I would say that many say at least 5 negative things to themselves for every 1 positive. The result? You often feel defeated and not good enough.

This has to stop. Today. And one of the best ways to do that is spend 2 minutes every morning reminding yourself of why you are (or can become) superb at your career. Get a pad and pen and just write all the reasons why you’re damn good – your experience, your training, any positive personality attributes, etc. Simply focusing on your strong points every day will forge a far more powerful sense of self, which will lead to dramatically higher motivation.

See yourself as unstoppable
What I am suggesting here is a subtle variation of how many business people see themselves. In my experience mentoring I’ve found that lots of business leaders work hard to envision themselves as successful, but then find they fall often in the course of their daily work. This gives them a conflicted self image.

I believe that by changing your view of yourself to ‘unstoppable’, then when you experience the inevitable obstacles of life you remain positive and effective. It may seem a minor change but try it for a month and you’ll see a huge lift in your motivation.

Literally write the word ‘Unstoppable’ on a Post It note and put it where you can see it every day, so that it remains in your conscious mind. (If you work with others you may choose to just put the letter ‘U’ on the Post It, so that nobody knows what you’re doing).
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September 28, 2016
12 p.m. CT/1 p.m. ET
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