

The Association of Proposal Management Professionals  
SOCAL Chapter invites you to attend



# The Proposal Process from Start to Finish...

**October 21, 2011 – 8am - 5pm**

**Disney's Grand Californian Hotel® & Spa, Anaheim CA**

**Featuring:**

- **Economic Outlook & Effects**
- **Capture Process**
- **Proposal Process**
- **Proposal Tools**
- **Proposal End Game**

**Speakers to include:**

- Shawn Johnson, Independent Proposal Consultant
- Tom Sant, Hyde Park Partners
- Dana Spears, Independent Proposal Consultant
- Mike Parkinson, 24 Hour Company
- "Wordman" Dick Eassom, Independent Proposal Consultant
- Howard Nutt, BD Institute International

**Register now !**

<http://www.acteva.com/go/wingame>

	APMP Members	General	Student Rate	Group Rate (3 or more)
Early Bird (Sept 1-15)	\$139	\$179	\$99	
Regular (Sept 15 - Oct 20)	\$159	\$199	\$99	\$139 per attendee
Day of Walk-Ins (Oct 21)	\$200	\$250	\$99	\$139 per attendee

*Note: Parking and lunch included with conference registration*

For more detailed conference and hotel information,  
visit the Socal APMP website:  
<http://www.socal-apmp.org>

**...to Win  
the Gold!**