



The Association of Proposal Management Professionals (APMP®)
 California Chapter Invites you to Attend our:
12th ANNUAL TRAINING DAY

EUREKA!

A Mother Lode of Strategies to Turn Your Proposals into Gold

Friday, November 6th, 2015 - 8am - 5pm
Disneyland® Hotel - Anaheim, California



Dust Collecting: Panning for Competitive Intelligence Nuggets in Company Financial Data

BRANDON CONROY
 Richter & Company



Making it Count: The Effective Executive Summary

DICK EASSOM, CF.APMP Fellow
 (aka Wordman) SM&A



Can You Hear Me Now: Why We Don't Listen, and How We Can

NATE STICKNEY
 ESRI, Inc.



Pre-Mortem to Post-Mortem: 9 Critical Steps to Creating a Killer Kickoff Meeting

CHRISTOPHER SANT
 Christopher Sant Consulting



Leading Proposal Teams to Deliver Compelling Graphics

MELLE AMADE MELKUMIAN, CP.APMP
 Northrop Grumman



Nuggets of Wisdom: Solutions to Proposal's Toughest Problems

STEVE KOGER, CPP.APMP
 Aerojet Rocketdyne

REGISTER ONLINE

www.california-apmp.org

Questions: Cynthia Mastro, Chapter Chair
 Cynthia.Mastro@vsp.com (916) 858.5728

Price includes a free pass for self-parking near the hotel (not valid for valet), meals, refreshments and handouts for one attendee. If you bring a guest, they must register and pay the prevailing fee. We cannot process credit card transactions at the event.

Refund Policy: No refunds, including for "no shows", however, you are welcome to notify us and send another person in your place.

Early Bird Before Oct. 2nd

APMP Member \$195, General \$225
 Group Rate (3 or more from same co.) \$180 per person

Regular Rates Oct. 3 – Oct. 21

APMP Member \$220, General \$255
 Group Rate (3 or more from same co.) \$210 per person

Late Registration Oct. 22 – Nov. 6

APMP Member \$245, General \$275
 Group Rate (3 or more from same co.) \$240 per person