

Call for Presenters

APMP
WRC2025

Disney's
Grand Californian Hotel
Anaheim
November 6 & 7

Presenter Guidelines

The Association of Proposal Management Professionals (APMP) Western Chapter is a forum for sharing perspectives on all aspects of Winning Business with members, guests, and students from a wide range of industries and experience levels. *APMP is calling for presenters for our 2025 Western Region Conference (WRC) who will provide attendees with information to help them in their proposal work and careers. We welcome new and knowledgeable voices to our stage for presentations in the following areas:*

Strategic Bid Management

Techniques for optimizing proposal efforts by effectively allocating resources and assessing bid opportunities to maximize efficiency and increase win rates.

Technology Transformation

Exploring how digital tools and AI technologies can streamline proposal workflows, including automating repetitive tasks and enhancing content quality.

Building and Managing a Knowledge Library

Best practices for creating and maintaining a centralized repository of proposal content to improve response times, quality, and accuracy.

Data-Driven Decision Making

Using analytics and key performance indicators to inform bid/no-bid decisions and measure opportunity win rates.

Creative Proposal Design and Storytelling

Incorporating compelling visuals and narratives to create engaging and persuasive proposals.

Career Development and Upskilling

Strategies for professional growth, including acquiring new skills and advancing within the proposal management profession.

Stakeholder Engagement and Cross-Functional Collaboration

Techniques for fostering effective communication and collaboration among proposal teams and across organizations.

Compliance and Risk Management

Ensuring proposals meet requirements and managing risks associated with non-compliance.

Government Bid Strategies

Navigating the complexities of federal, state, and local RFPs, including understanding regulations and cultural considerations.

Oral Presentations

Best practices and lessons learned for preparing proposal teams for oral presentations.

Important Dates

- Submit abstract and biography (maximum of 100 words each)
- Presenters notified
- Submit final abstract, biography, and high-resolution headshot
- Submit draft presentation
- Submit final presentation
- APMP Western Region Conference

July 11
August 11
August 25
September 25
October 6
November 6-7

 For More Information Contact Melle Amade <https://apmp-western.org/wrc/call-for-presenters/>