

Save
the Dates

APMP
WRC2025

Disney's
Grand Californian Hotel
Anaheim
November 6-7

APMP WRC Conference Overview

The Association of Proposal Management Professionals (APMP) Western Chapter invites members, guests, and students to attend our annual conference. Network with fellow proposal professionals with similar passions and challenges. Share perspectives on all aspects of winning business. Come away with resources, tools, and ideas for more efficient proposal operations, less chaos, and higher win rates.

Save the Dates: November 6-7 2025

Location: Disney's Grand Californian Hotel, 1600 Disneyland Drive, Anaheim, CA 92802

Thursday, November 6

- 12:00pm – 1:30pm Registration, Networking, Lunch
- 1:30pm – 5:00pm Focus Sessions
- 5:30pm – 7:30pm Evening Reception

Friday, November 7

- 7:30am – 8:30am Breakfast and Networking
- 8:30am – 12:00pm Focus Sessions
- 12:00pm – 1:30pm Luncheon
- 1:30pm – 5:00pm Focus Sessions

\$375 Early Bird Registration Before July 4

July 5 – September 17

APMP Member \$425 / Non-Member \$525
Group (3 or more from same company) \$400

September 18 – October 31

APMP Member \$500 / Non-Member \$600
Group (3 or more from sam company) \$400

Special Rate for Student and
New Professionals* \$100 discount

Focus Sessions may include:

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.

For More Information Visit Our Website

<https://apmp-western.org/wrc>