



Florida Sunshine Chapter

Meeting Date:
September 20, 2012

Board Meeting Minutes Compiled by:
Meghann Lewis, Secretary



Contents

1.	Date and Time of Meeting.....	2
2.	Attendees	2
3.	Location	2
4.	Call to Order.....	2
5.	Announcements	2
6.	Presentation.....	2
7.	Prizes Drawing Winners	2
8.	Closing	3



1. Date and Time of Meeting

Date: September 20, 2012

Time: 12:00 to 1:05 PM ET

2. Attendees

Thirty-one (31) attendees participated in the Webinar.

3. Location

GoToWebinar

4. Call to Order

Chapter Chair, Amy Stourac, welcomed Florida Sunshine Chapter members and visitors to the 2012 third quarter chapter meeting.

5. Announcements

- a) *Amy Stourac reminded attendees of the upcoming Southern Proposals Accents Conference (SPAC) and theme, League of Proposal Professionals...Tapping Your Superpowers.*
- b) *Assistant Programs Chair, Tonya Maurice announced the door prizes to win at the end of the presentation.*
- c) *Amy Stourac encouraged Linked-In Group for the Florida Sunshine Chapter.*

6. Presentation

Mr. Gutierrez, Vice President of Proposal Leadership for SM&A, presented "Getting Strategy into the Proposal"; the slideshow will be available on the Florida Sunshine Chapter website.

7. Prizes Drawing Winners

SPAC 2012 registration:

- *Sara Borders*
- *Joe Oblak*
- *Susanne Taylor*

Shipley Proposal Guide:

- *Makeesha L. Allen.*



8. Closing

Amy Stourac announced the next Florida Sunshine Chapter meeting would be held on December 13, 2012 and Ms. Nancy Webb would be the presenter. She thanked all attendees, our presenter, Mr. Gutierrez, and closed the meeting