



*Florida Sunshine Chapter*

**Meeting Date:**  
July 8, 2015

**General Meeting Minutes Compiled by:**  
Debra J.F. Fowler, CPP APMP, Secretary



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## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** July 8, 2015

**Time:** From 4:00 PM to 5:00 PM EDT.

### **Attendees:**

Forty-five (45) people registered. Of the 45 registered, the twenty-six (26) listed below participated in the GoToWebinar.

<b>Last Name</b>	<b>First Name</b>
1. Abreu	Alexandre
2. Bergweiler	Martha
3. Blakney	Betsy
4. Burke	Thomas
5. Cronin	George
6. Edwards	Shirl
7. Feliho	Alyssa
8. Fowler	Debra
9. Galante	Christine
10. Gordon	Dawn
11. Hamilton	Johnny "Bo"
12. Hicks	Diane
13. Lewis	Meghann
14. Lyons	Merewyn
15. McCollum	Kathleen
16. McGinley	Patrick
17. Mertz	Kimbra
18. Morse	Pam
19. Munoz	Alan
20. Oblak	Joe
21. Richardson	Rick
22. Spaits	Sharon
23. Stourac	Amy
24. Taylor	Susanne
25. Turkali	Jennifer
26. Waldie	Jeannette



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## 2. Location

GoToWebinar

## 3. Call to Order

Chapter Chair, Amy Stourac, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the third General Chapter meeting of 2015.

## 4. Announcements

1. Our meetings are held virtually, and anyone is welcome to attend. Membership attendance at chapter meetings counts for five (5) Continuing Education Units (CEUs) toward maintaining APMP accreditation.
2. At our Chapter meetings, we try to present information relevant to the Proposal Professional, expanding your tool kit, and sharing relevant experience from some of the leaders in the industry.
3. If you are not a member of APMP, we encourage you to join. If you already are an APMP member, but have not affiliated with a chapter or wish to affiliate with our chapter, we encourage you to let us know. We will forward your request to an APMP administrator who can help you with that request. If you have any questions on affiliation, contact any chapter officer. You can find our contact information on the Florida APMP website. At this time, we have approximately **145** registered members through APMP.
4. One of the benefits of being affiliated with the **Florida** chapter is eligibility for APMP Accreditation rebates. This rebate is designed to help offset our member's accreditation training expenses or the exam fee. Our chapter provides rebates for passing the following levels of accreditation:
  - o \$50 toward successful Foundation Level exam; maximum 5 members.
  - o \$150 toward successful Practitioner Level exam, maximum 8 members.
  - o \$200 toward successful Professional Level exam, maximum 4 members.

If you are a Florida chapter member and pass your accreditation, be sure to apply to the Chapter Chair for your rebate. Simply email a copy of your certificate or the email confirming your passing. Once we verify that you were a member when you took the test, we will send you your rebate!

5. Our 2015 Southern Proposal Accents Conference (SPAC) is being held on Tuesday, October 27, at the Cobb Energy Performing Arts Center. We are looking for volunteers from our chapter who are available to work with the committee to plan an excellent conference in Atlanta. It is a great deal of fun and you will earn more CEU credits with participation. Please contact Amy Stourac or Meghann Lewis if you are interested.
6. Meghann Lewis, our Chapter Co-Chair, announced the three (3) door prizes to be awarded at the end of Ms. Jeannette Waldie's presentation: One (1) Wordman



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Software of your choice (open to either members or non-members) and two (2) SPAC Registrations (open to members of the Florida Chapter only).

## 5. Presentation

Ms. Jeannette Waldie presented a briefing on “**Virtual Team Management.**”

Ms. Waldie has more than 22 years’ experience managing hundreds of virtual proposal teams. She has written numerous articles on proposal best practices and has given presentations and webinars to proposal professionals all across the world, including contributing to APMP’s Body of Knowledge on the topic of Virtual Team Management. Ms. Waldie’s presentation will be available on the Florida Sunshine Chapter website in just a few days.

## 6. Prizes and Winners

1. Wordman Software (Open to member or non-member) – Dawn Gordon
2. SPAC Registration (Open to members of the Florida Chapter only) – Sharon Spaits
3. SPAC Registration (Open to members of the Florida Chapter only) – Jennifer Turkali

## 7. Closing Reminders

1. Our LinkedIn Group for the Florida Sunshine Chapter is named “Florida APMP Chapter.” All attendees were encouraged to join our Group. Our Group posts announcements, professional discussions, and industry-related job postings for the Southeastern states, to include Georgia, South Carolina, North Carolina, and Florida. The Florida APMP Chapter LinkedIn Group has 298 members now.
2. We also have an “APMP Florida Sunshine Chapter” Facebook page. If you wish, you may “Like” our Facebook page by using the filter for Pages, then typing in “APMP Florida Sunshine Chapter.”
3. Announcements, presentations from Chapter meetings, meeting minutes, and job openings are posted on the APMP Florida Sunshine Chapter website located at <http://www.apmpflorida.org>. Florida Sunshine Chapter members who are consultants can post on the site by contacting the Publicity/Program Chair. Our chapter member’s postings are free of charge.
4. The next meeting for Florida Sunshine Chapter will be held September 9, 2015. OCI Wins will be presenting a briefing on the “**Quick Response Process.**” Watch our website, Facebook page, and LinkedIn group, for more information.

The meeting adjourned at 5:00 PM EDT.