



**Meeting Date:**  
**June 8, 2017**

**General Meeting Minutes Compiled by:**  
**Jennifer Siler, CP APMP, Secretary**

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## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** Thursday, June 8, 2017

**Time:** From 4:00 PM to 4:47 PM ET

### Attendees:

Thirty-six (36) people, listed below, participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Abreu	Alexandre	Morrison	Michele
Bastin	Matt	Mosier	Jennifer
Bergweiler	Martha	Nederhoed	John
Bloom	Sarah	O'Neil	Rhonda
Bowles	Sherry	Orovich	Anna
Brockley	Amy	Padgett	Courtney
Burns	Tina	Parks	Michelle
De Freitas	Carlos Henrique	Parris	Allen
Evert	Dayna	Propst	Keith
Feliho	Alyssa	Sheard	Rome
Frey	Robert	Siler	Jennifer
Galante	Christine	Stourac	Amy
Garcia	Lauro	Suarez	Javier
Holmes	Stacy	Torley	Danielle
Lewis	Meghann	Turkali	Jennifer
Lyons	Dan	Turman	Ruth
McElman	Raven	Williams	Diane
Mertz	Kimbra	Zebel	Jennifer

## 2. Location

GoToWebinar

## 3. Call to Order

Chapter Chair, Meghann Lewis, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the June General Chapter meeting.

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## 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, I 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 or me. You can find our contact information on the Florida APMP website. At this time, we have approximately **194** registered members through APMP.
4. One of the benefits of being affiliated with the **Florida** chapter is eligibility for APMP Certification rebates. This rebate is designed to help offset our member's certification training expenses or the exam fee. Our chapter provides rebates for passing the following levels of certification:
  - o \$75 toward successful Foundation Level exam; maximum 2 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 certification, 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. Danielle Torley announced the door prize to be awarded at the end of the webinar: One (1) SPAC membership, one (1) Proposal for Dummies book, and one (1) Successful Proposal Strategies for Small Businesses book by Bob Frey available to members.

## 5. Presentation

Today we welcomed Bob Frey, APMP Fellow, PMP, who will present "Important Paradigm Shifts in Proposal Development—2016 and Beyond".

We will post the presentation on our chapter website soon.

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## 6. Prizes and Winners

- SPAC Registration – Alyssa Feliho
- Proposal for Dummies Book – Javier Suarez
- Successful Proposal Strategies for Small Businesses by Bob Frey – Dan Lyons

## 7. Closing Reminders

1. We have a LinkedIn Group for the Florida Sunshine Chapter. The name of the Group is Florida APMP Chapter. We encourage you all to join our Group. You will find announcements, discussions and job postings. In our LinkedIn group jobs can be posted for states in the Southeast US, including GA, SC and NC. Our chapter's LinkedIn group has 354 members now.
2. For those of you who are used to Facebook, we have a Facebook page so please "like" us. Simply filter for Pages then type in APMP Florida Sunshine Chapter.
3. We also post announcements, presentations from previous chapter meetings, minutes and job openings on our Florida Sunshine Chapter website at [www.apmpflorida.org](http://www.apmpflorida.org) . If you are a Florida Sunshine Chapter member who is a consultant and want to post something please contact our Publicity/Promotion Chair. Our chapter member's posting is free of charge.
4. Just a reminder that our next 2017 General Membership meeting and webinar will be held on September 07, 2017, when we will have Marsha Lindquist present "Five Reasons Why You Should Embrace Your Competition". We look forward to seeing you then.
5. The meeting adjourned at 4:47 PM ET.