



**Meeting Date:**  
**March 8, 2018**

**General Meeting Minutes Compiled by:**  
**Martha Bergweiler APMP, Secretary**

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## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** Thursday, March 8, 2018

**Time:** From 12:00 PM to 1:48 PM ET

### Attendees:

18 people, listed below, participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Oblak	Joe	Suarez	Javier
Viscontini	Karen	Mertz	Kimbra
Bergweiler	Martha	Parks	Michelle
Bowles	Sherry	Shattuck	Sandy
Feliho	Alyssa	Gorman	Ashley
Burton	Bethany	Sainte	Carlos
Evert	Dayna	Martin	Denise
Simmons	Dionne	Dionne	Gillian
Hendricks	Josh	Mosier	Jennifer

## 2. Location

GoToWebinar

## 3. Call to Order

Assistant Programs Chair, Danielle Torley, welcomed Association of Proposal Management Professionals (APMP) Florida Sunshine Chapter members and visitors to the March General Chapter meeting on behalf of Meghann Lews, Chapter Chair who was unable to attend.

## 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

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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 **206** 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 5 members.
  - o \$150 toward successful Practitioner Level exam, maximum 8 members.
  - o \$200 toward successful Professional Level exam, maximum 2 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. The 21st annual Southern Proposal Accents Conference (SPAC) will be held on Thursday, March 22nd, 2018 at the Cobb Energy Performance Arts Center (CEPAC), Atlanta.
6. Michelle Parks, Programs Chair, announced the door prize to be awarded at the end of the webinar for members only: one Shipley Proposal Guide, and one registration for 2018 Bid & Proposal Conference held at the Sheraton San Diego Hotel & Marina in San Diego.

## **5. Presentation**

Today we welcomed Ms. Louise Pulini, who presented "Survivor-Proposal Island: Navigating Mergers and Acquisitions and Staying Afloat." Louise shared what she learned as a survivor of the growing trend for companies to either merge with other companies or be acquired (or acquire other companies) in order to succeed in the marketplace.

We will post the presentation on our chapter website soon.

## **6. Prizes and Winners**

Due to technical difficulties the presentation was delayed approximately 15 minutes. During the wait time, Michelle Parks conducted the door prize drawing.

- Shipley Proposal Guide – Gillian Dionne
- Bid & Proposal Con registration – Sherry Bowles

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## 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 362 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 have a YouTube channel and a Google+ page.
4. We 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.
5. Our next 2018 General Membership meeting and webinar will be held at 12:00 pm on June 7, 2018, **Marina Goren, presenting "Defensive Tactics: Art & Science of Wining the Re-competes."** We look forward to seeing you then.
6. The meeting adjourned at 1:48 PM ET.