



Meeting Date:
June 7, 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, June 7, 2018

Time: From 12:00 PM to 1:15 PM ET

Attendees:

20 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Barth	Doug	Mertz	Kimbra
Burton	Bethany	Mosier	Jen
Coughlin	Heather	Murillo	Katie
De Freitas	Carlos	Nederhoed	John
Estoy	Eleanore	Parks	Michelle
Follmeyer	Janet	Pritsker	Arkady
Goren	Marina	Shattuck	Sandy
Gorman	Ashley	Silverthorn	Pam
Lewis	Meghann	Simmons	Dionne
Luttrell	Sandy	Stourac	Amy
Mackness	Abby	Thomas	Brian
Martin	Denise		

2. Location

GoToWebinar

3. Call to Order

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

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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 217 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. Presentation

Today we welcomed Mrs. Marina Goren, who presented "Defensive Tactics: Art & Science of Winning the Re-compete". Mrs. Goren shared these and other techniques with the audience during this presentation to help fight "incumbinitis" and attain 100% of re-compete capture.

We will post the presentation on our chapter website soon.

6. Prizes and Winners

Michelle Parks conducted the door prize drawing.

- Shipley Proposal Guide – Eleanor Estoy
- 2019 Bid and Proposal Conference Registration – Brian Thomas
- 2019 SPAC Registration – Amy Stourac and Pam Silverthorn

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.

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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. 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 September 6, 2018. **Charlie Devine will be presenting "Survivor – APMP Certification."** We look forward to seeing you then.
 6. The meeting adjourned at 1:15 PM ET.