



Meeting Date:
September 6, 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, September 6, 2018

Time: From 12:00 PM to 12:55 PM ET

Attendees:

32 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Abreu	Doug	Lyons	Dan
Bergweiler	Martha	Martin	Denise
Blakney	Betsy	Marsh	Melanie
Bowles	Sherry	Maxwell	Jennifer
Burton	Bethany	Mosier	Jennifer
Cooper	Katee	Overmyer	Vincent
Cruz	Krystal	Parks	Michelle
De Freitas	Carlos	Pollard	Michael
Dionne	Melanie	Santos	Igor
Divine	Charlie	Scott	Michele
Feliho	Alyssa	Siler	Jennifer
Galante	Christine	Stage	Lesa
Gordon	Dawn	Stourac	Amy
Hutcheson	Chad	Taylor	Susanne
LaRocca	Michael	Taylor	Leslie
Lewis	Meghann	Turman	Ruth

2. Location

GoToWebinar

3. Call to Order

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

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 **214** 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 Mr. Charlie Divine, who presented "Survivor-APMP Certification". APMP Certification is the global standard for demonstrating your proposal management competency. This presentation provides members with an overview of the certification program, the benefits they can expect to receive and an introduction to three levels of certification – Foundation, Practitioner and Professional. We will cover the requirements for each level and provide tips on how to approach the requirements. The presentation will calm the fear of failing and provide a boost to those that are stuck. You will come away understanding how Certification will help you to achieve your career goals and improve the capabilities of your organization.

We will post the presentation on our chapter website soon.

6. Prizes and Winners

Michelle Parks conducted the door prize drawing.

- Shipley Proposal Guide – Leslie Taylor
- Billion Dollar Graphics – Susanne Taylor
- Shipley Capture Guide – Dan Lyons
- Power Bank – Jennifer Maxwell, Ruth Turman, Martha Bergweiler

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.
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 November 8, 2018. **Bethany Burton will be presenting "Competitive Intelligence."** We look forward to seeing you then.
6. The meeting adjourned at 12:55 PM ET.