



Meeting Date:
June 6, 2019

General Meeting Minutes Compiled by:
Meghann Lewis CCP APMP, Chapter Cahir

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1. Date and Time of Meeting

General Membership Meeting was held on:

Date: Thursday, June 6, 2019

Time: From 12:00 PM to 12:42 PM ET

Attendees:

43 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
Barrientos	Pearl	Murillo	Kathryn
Benge	Jessica	Nederhoed	John
Bergweiler	Martha	Nesemeier	Amy
Burton	Bethany	Oblak	Joe
Caceres	Olga	Orovich	Anna
Campbell	Christine	Osber	Stacey
Dadlani	Jack	Overmyer	Vincent
Down	Matt	Parks	Michelle
Evert	Dayna	Reedy	Marieline
Feliho	Alyssa	Rhodes	Amanda
Gordon	Dawn	Richardson	Rick
Gushee	Celeste	Rodriguez	Amy
Hendricks	Josh	Schramm	Matthew
Jennings	Ariel	Scott	Shelly
Jernigan	Jill	Simmons	Dionne
Lewis	Meghann	Stone	Tim
Lyons	Merewyn	Stone	Christine
McElman	Raven	Suarez	Javier
Mertz	Kimbra	Thomas	Cathy
Mitrovich	Courtney	Turman	Ruth
Mosier	Jennifer	Watson	Angie
Munroe	Gail		

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 June 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 237 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:
 - \$75 toward successful Foundation Level exam; maximum 5 members.
 - \$150 toward successful Practitioner Level exam, maximum 8 members.
 - \$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 Christine Campbell, who presented "Position to Win: The Art of Minimizing Money Left on the Table".

We will post the presentation on our chapter website soon.

6. Prizes and Winners

- Shipley Proposal Manager Playbook – Ruth Turman

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- Copy of Bob Lohfeld's 10 steps to creating high-scoring proposals: A modern perspective on proposal development and what really matters – John Nedehoed
 - Power Bank – Kimbra Mertz

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. We have **394** members on LinkedIn.
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
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 2019 General Membership meeting and webinar will be held at 12:00 pm on September 5th, 2019. **Dick Eassom (a.k.a. WordMan) and Shelly Scott** will be presenting "**MS Word, [Essentials to Refinements]**" We look forward to seeing you then.
6. The meeting adjourned at 12:42 PM ET.