



**Meeting Date:**  
**March 05, 2020**

**General Meeting Minutes Compiled by:**  
**Danielle Torley, Secretary**

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## 1. Date and Time of Meeting

General Membership Meeting was held on:

**Date:** Thursday, March 05, 2020

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

### Attendees:

40 people participated in the GoToWebinar.

Last Name	First Name	Last Name	First Name
BODRICK	LORI	Lyons	Daniel
Bach	Sherry	Malcolm	Angela
Barker	Sherry	McMullen	Kristen
Bergweiler	Martha	Millan	Aubrey
Bowles	Sherry	Mitravich	Courtney
Burton	Bethany	Moore	Elizabeth
Caldwell	Amy	Murillo	Katie
Coffae	Lori	Nelsen	Chris
Daley	Leigh-Ann	Overmyer	Vincent
Dohack	Jaime	Rhodes	Amanda
Evert	Dayna	Shattuck	Sandra
Freitas	Carlos	Shuniak	Casey
Galante	Christine	Stage	Lesa
Gasparinatos	Stephanie	Simmons	Chris
Gittens Fiddler	Tracie	Taylor	Susanne
Gordon	Dawn	Thompson	Andrea
Gorman	Ashley	Torley	Danielle
Gregory	Jamie	Turman	Ruth
Hamlin	Jane	Viscontini	Karen
Hendricks	Josh	Volcy	Krystle
Hill	Jennifer	parks	michelle
Lewis	Meghann		

## 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 December 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 260 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 Chris Simmons, who presented ***Telling Your Story: Compliant and Compelling Proposal Themes that Win***

We will post the presentation on our chapter website soon.

### 6. Prizes and Winners

- Shipley Proposal Guide – Jane Hamlin and Jennifer Turkali

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- APMP Glossary of Terms – Dawn Gordon
  - Member B&P Conference – Sherry Bowles

## 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 **401** 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](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. If you would like to host Sunny, the Solicitation Sea Turtle, please email us at [Sunnyflapmp@gmail.com](mailto:Sunnyflapmp@gmail.com)

The meeting adjourned at 12:55 PM ET.