

2017 Public Workshop Calendar

To register call 888.772.9467 or online at shipleyswins.com. Refer to shipleyswins.com for detailed course descriptions.



September

Managing Federal Proposals/Writing Federal Proposals	September 12-15, 2017	Sterling, VA
Capturing Federal Business/Winning with Color Team Reviews	September 19-21, 2017	Sterling, VA
Business Development Bootcamp	September 25-29, 2017	Sterling, VA

October

Managing Federal Proposals/Writing Federal Proposals	October 3-6, 2017	Sterling, VA
APMP Foundation Coaching + Exam	October 10, 2017	Chicago, IL
New! Capturing New Business	October 10-19, 2017	Online
Winning Executive Summaries/Winning with Past Performance/Winning with Task Orders	October 10-12, 2017	Sterling, VA
Pricing to Win/Winning in the Cost Volume	October 17-19, 2017	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals	October 24-26, 2017	Tempe, AZ
Business Development Bootcamp	October 30- Nov 3, 2017	Sterling, VA

November

Capturing Federal Business	November 7-8, 2017	Sterling, VA
POWeRful Proposal Writing	November 7-16, 2017	Online
Capturing Federal Business/Pricing to Win <i>Contact Shawna Rogers for registration 719-255-5215</i>	November 14-17, 2017	Colorado Springs, CO
Managing Federal Proposals/Writing Federal Proposals	November 14-17, 2017	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals (3 day)	November 14-16, 2017	San Diego, CA

December

Managing Federal Proposals/Writing Federal Proposals	December 5-8, 2017	Sterling, VA
Capturing Federal Business/Qualifying to Win	December 12-14, 2017	Sterling, VA

Price

Shipleys offers most of their workshops as combo workshops. Clients can take a portion or the whole combination. Call 888.772.9467 for details.

- 1 Day Workshop—\$795
- 2 Day Workshop—\$1350
- 3 Day Workshop Combo—\$1695
- 4 Day Workshop Combo—\$1895
- 5 Day Workshop Combo—\$2195

* There is a \$200 discount to our standard workshops and \$100 discount for 1 day workshops for APMP members or for three or more attendees from the same company.

