

2018 Public Workshop Calendar

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

January

Managing Federal Proposals/Writing Federal Proposals	January 9-12, 2018	Sterling, VA
Business Development Boot Camp	January 15-19, 2018	Sterling, VA
POWeRful Proposal Writing	January 16, 2018	Online
Capturing Federal Business/Winning with Color Team Reviews	January 23-25, 2018	Sterling, VA

February

Managing Federal Proposals/Writing Federal Proposals	February 6-9, 2018	Sterling, VA
New! Managing Strategic Proposals	February 6, 2018	Online
Capturing Federal Business/Qualifying to Win	February 13-15, 2018	Sterling, VA

March

Managing Federal Proposals/Writing Federal Proposals	March 6-9, 2018	Sterling, VA
POWeRful Proposal Writing	March 13, 2018	Online
Pricing to Win	March 13-14, 2018	Sterling, VA
Writing Federal Proposals	March 21-22, 2018	El Segundo, CA
APMP Foundation Training + Exam	March 27, 2018	Online

April

Managing Federal Proposals/Writing Federal Proposals	April 3-6, 2018	Sterling, VA
Capturing Federal Business/Qualifying to Win	April 10-12, 2018	Sterling, VA
Business Development Boot Camp	April 16-20, 2018	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals	April 24-27, 2018	Dallas, TX

May

Managing Federal Proposals/Writing Federal Proposals	May 8-11, 2018	Sterling, VA
New! Managing Strategic Proposals	May 15, 2018	Online
Capturing Federal Business/Winning with Color Team Reviews/ Winning Executive Summaries	May 22-25, 2018	Sterling, VA
Capturing New Business	May 29-June 7, 2018	Online

June

Managing Federal Proposals/Writing Federal Proposals	June 5-8, 2018	Sterling, VA
POWeRful Proposal Writing	June 12, 2018	Online
Capturing Federal Business/Pricing to Win	June 26-28, 2018	Sterling, VA

July

Managing Federal Proposals/Writing Federal Proposals	July 10-13, 2018	Sterling, VA
Capturing Federal Business/Qualifying to Win/ Winning Executive Summaries	July 17-20, 2018	Sterling, VA
Pricing to Win	July 24-25, 2018	Sterling, VA
APMP Foundation Training + Exam	July 31, 2018	Online

August

Managing Federal Proposals/Writing Federal Proposals	August 7-10, 2018	Sterling, VA
POWeRful Proposal Writing	August 14, 2018	Online

September

Managing Federal Proposals/Writing Federal Proposals	September 11-14, 2018	Sterling, VA
Capturing New Business	September 18-27, 2018	Online
Business Development Boot Camp	September 24-28, 2018	Sterling, VA

October

Managing Federal Proposals/Writing Federal Proposals	October 2-5, 2018	Sterling, VA
Capturing Federal Business/Qualifying to Win	October 9-12, 2018	Dallas, TX
New! Managing Strategic Proposals	October 11, 2018	Online
Pricing to Win	October 25-26, 2018	Sterling, VA
Business Development Boot Camp	October 29-November 2, 2018	Sterling, VA

November

Managing Federal Proposals/Writing Federal Proposals	November 6-9, 2018	Sterling, VA
Writing Federal Proposals	November 14-15, 2018	San Diego, CA
POWeRful Proposal Writing	November 13, 2018	Online

December

Managing Federal Proposals/Writing Federal Proposals	December 4-7, 2018	Sterling, VA
APMP Foundation Training + Exam	December 4, 2018	Online
Capturing Federal Business/Winning with Color Team Reviews/ Winning Executive Summaries	December 11-14, 2018	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals (3-day)	December 18-20, 2018	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.