

# 2017 Public Workshop Calendar

To register call 888.772.9467 or online at [shipleyswins.com](http://shipleyswins.com). Refer to [shipleyswins.com](http://shipleyswins.com) for detailed course descriptions.



## January

Managing Federal Proposals/Writing Federal Proposals	January 10-13, 2017	Sterling, VA
Capturing Federal Business/Winning with Color Team Reviews	January 17-19, 2017	Sterling, VA

## February

Managing Federal Proposals/Writing Federal Proposals	February 7-10, 2017	Sterling, VA
<b>New!</b> Capturing New Business	February 7-16, 2017	Online
POWeRful Proposal Writing	February 21, 2017	Online
Managing Federal Proposals/Writing Federal Proposals	February 21-24, 2017	El Segundo, CA

## March

Managing Federal Proposals/Writing Federal Proposals	March 7-10, 2017	Sterling, VA
Billion Dollar Proposal Graphics	March 9, 2017	Online
Pricing to Win/Winning in the Cost Volume	March 14-16, 2017	Sterling, VA
Mastering Business Development Executive Workshop	March 21-24, 2017	Sterling, VA
Business Development Bootcamp	March 27-31, 2017	Sterling, VA

## April

Managing Federal Proposals/Writing Federal Proposals	April 4-7, 2017	Sterling, VA
Winning Executive Summaries/Winning with Past Performance/Winning with Task Orders	April 11-13, 2017	Sterling, VA
POWeRful Proposal Writing	April 18, 2017	Online
Managing Federal Proposals/Writing Federal Proposals (3 day)	April 25-27, 2017	Phoenix, AZ

## May

Managing Federal Proposals/Writing Federal Proposals	May 2-5, 2017	Sterling, VA
Capturing Federal Business/Winning with Color Team Reviews	May 9-11, 2017	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals	May 16-19, 2017	Huntsville, AL

## June

Managing Federal Proposals/Writing Federal Proposals	June 6-9, 2017	Sterling, VA
<b>New!</b> Capturing New Business	June 20-29, 2017	Online
Pricing to Win/Winning in the Cost Volume	June 20-22, 2017	Sterling, VA

## July

Managing Federal Proposals/Writing Federal Proposals	July 11-14, 2017	Sterling, VA
Capturing Federal Business/Qualifying to Win	July 18-20, 2017	Sterling, VA
POWeRful Proposal Writing	July 25-26, 2017	San Mateo, CA

## August

Managing Federal Proposals/Writing Federal Proposals (3 day)	August 1-3, 2017	Sterling, VA
POWeRful Proposal Writing	August 8, 2017	Online
Billion Dollar Proposal Graphics	August 10, 2017	Online
Managing Federal Proposals/Writing Federal Proposals	August 22-25, 2017	Kansas City, MO

## 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
<b>New!</b> 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 24-27, 2017	Dayton, OH

## November

Capturing Federal Business	November 7-8, 2017	Sterling, VA
POWeRful Proposal Writing	November 7, 2017	Online
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.