

# 2008 Public Workshop Calendar

Business Development Boot Camp Series *	Sep 16-18	Fairfax, VA
Winning with Color Team Reviews: An Introduction *	Sep 16	Fairfax, VA
Winning with Past Performance: An Introduction *	Sep 17	Fairfax, VA
Winning with Task Orders: An Introduction *	Sep 18	Fairfax, VA
Capturing Federal Business / Winning Executive Summaries	Sep 16-18	Fairfax, VA
Writing Federal Proposals / Winning Executive Summaries	Sep 16-18	Las Vegas, NV
Capturing Federal Business	Sep 23-24	Denver, CO
Winning Through Oral Proposals	Sep 23-24	Denver, CO
Helping Clients Succeed	Oct 7-8	Fairfax, VA
Writing Federal Proposals/Winning Executive Summaries	Oct 7-9	Fairfax, VA
Capturing Federal Business	Oct 8-9	Dallas, TX
Capturing Federal Business	Oct 15-16	Fairfax, VA
Customer Focused Writing	Oct 15-16	Philadelphia, PA
Capturing Federal Business	Oct 21-22	Huntsville, AL
Winning Sales Proposals / Winning Executive Summaries	Oct 21-23	Markham Canada
Winning in the Cost Volume	Nov 4-6	Fairfax, VA
Writing Federal Proposals/Winning Executive Summaries	Nov 4-6	Fairfax, VA
Capturing Federal Business	Nov 5-6	Dayton, OH
Writing and Managing Federal Proposals	Nov 11-14	Los Angeles, CA
Writing and Managing Federal Proposals	Nov 11-14	Fairfax, VA
Price To WIN!	Nov 18-19	Fairfax, VA
Writing Federal Proposals	Nov 18-19	Atlanta, GA
Capturing Federal Business	Nov 20-21	Fairfax, VA
Writing and Managing Federal Proposals	Dec 2-5	Fairfax, VA
Capturing Federal Business	Dec 9-10	Fairfax, VA

## Price

Introduction Events	\$500
Combine 2 for	\$750
Boot Camp Series	\$950
2 Day Workshop	\$1195
3 Day Workshop	\$1395
4 Day Workshop	\$1595
Helping Clients Succeed	\$1295

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

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