

2009 Public Workshop Calendar

<i>Capturing Federal Business</i>	<i>October 6-7, 2009</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 6-9, 2009</i>	<i>Fairfax, VA</i>
<i>Winning in the Cost Volume</i>	<i>October 13-15, 2009</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Winning Executive Summaries</i>	<i>October 20-22, 2009</i>	<i>Fairfax, VA</i>
<i>Positioning to Win - Winning Executive Summaries</i>	<i>October 27-29, 2009</i>	<i>Dallas, TX</i>
<i>Winning Sales Proposals - Winning Executive Summaries</i>	<i>October 27-29, 2009</i>	<i>Markham, ON</i>
<i>Price-to-Win</i>	<i>November 3-4, 2009</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business</i>	<i>November 5-6, 2009</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>November 17-20, 2009</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business</i>	<i>December 1-2, 2009</i>	<i>Fairfax, VA</i>
<i>Positioning to Win</i>	<i>December 3-4, 2009</i>	<i>Fairfax, VA</i>
<i>Winning Federal Proposals - Winning Executive Summaries</i>	<i>December 8-10, 2009</i>	<i>El Segundo, CA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>December 8-11, 2009</i>	<i>Fairfax, VA</i>
<i>Winning in the Cost Volume</i>	<i>December 15-17, 2009</i>	<i>Fairfax, VA</i>

*Bootcamp consists of the following Shipley courses:

- Winning Color Team Reviews
- Winning with Task Orders
- Winning with Past Performance

Price

2 Day Workshop	\$1195
3 Day Workshop	\$1395
4 Day Workshop	\$1595

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

**Call Debbie Wright at
888.772.WINS(9467) or
email at dwright@shipleyswins.com**

Shipleys Wins