

2011 Public Workshop Calendar

Writing Federal Proposals - Managing Federal Proposals	January 4-7, 2011	Fairfax, VA
Capturing Federal Business - Winning Executive Summaries - Color Team Reviews	January 11-14, 2011	Fairfax, VA
Price to Win - Winning in the Cost Volume	January 25-28, 2011	Fairfax, VA
Business Development Bootcamp - Winning Executive Summaries	February 1-4, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	February 8-11, 2011	Fairfax, VA
Capturing Federal Business - Positioning to Win	February 15-18, 2011	Fairfax, VA
Writing Federal Proposals - Winning Executive Summaries	February 23-25, 2011	Fairfax, VA
Managing Federal Proposals - Color Team Reviews	March 1-3, 2011	Fairfax, VA
Capturing Federal Business - Writing Federal Proposals	March 1-4, 2011	Denver, CO
APMP Accreditation Coaching	March 4, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	March 8-11, 2011	Fairfax, VA
Capturing Federal Business - Price to Win	March 15-18, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	March 22-25, 2011	Atlanta, GA
Writing Federal Proposals - Managing Federal Proposals	April 5-8, 2011	Fairfax, VA
Capturing Federal Business - Winning Executive Summaries - Color Team Reviews	April 12-15, 2011	Fairfax, VA
Writing Federal Proposals - Billion Dollar Proposal Graphics	April 19-21, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	April 19-22, 2011	Dallas, TX
Writing Federal Proposals - Managing Federal Proposals	May 3-6, 2011	Fairfax, VA
Capturing Federal Business - Positioning to Win	May 10-13, 2011	Fairfax, VA
Price to Win - Winning in the Cost Volume	May 17-20, 2011	Fairfax, VA
Managing Federal Proposals - Color Team Reviews	May 24-26, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	May 24-27, 2011	Dayton, OH
Writing Federal Proposals - Managing Federal Proposals	June 7-10, 2011	Fairfax, VA
Capturing Federal Business - Writing Federal Proposals	June 14-17, 2011	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	July 12-15, 2011	Fairfax, VA
Capturing Federal Business - Winning Executive Summaries - Color Team Reviews	July 19-22, 2011	Fairfax, VA

*Bootcamp consists of the following Shipleys courses:

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

Price

1 Day Workshop	\$695
2 Day Workshop	\$1245
3 Day Workshop	\$1445
4 Day Workshop	\$1645

*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.

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

Shipleys Wins

<i>Price to Win - Winning in the Cost Volume</i>	<i>July 26-29, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>August 2-5, 2011</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Positioning to Win</i>	<i>August 9-12, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Billion Dollar Proposal Graphics</i>	<i>August 23-25, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>September 13-16, 2011</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Winning through Oral Proposals</i>	<i>September 20-23, 2011</i>	<i>Fairfax, VA</i>
<i>Managing Federal Proposals - Color Team Reviews</i>	<i>September 27-29, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>September 27-30, 2011</i>	<i>Boston, MA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 4-7, 2011</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Winning Executive Summaries - Color Team Reviews</i>	<i>October 18-21, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Billion Dollar Proposal Graphics</i>	<i>October 25-27, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 25-28, 2011</i>	<i>Huntsville, AL</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>November 1-4, 2011</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Positioning to Win</i>	<i>November 15-18, 2011</i>	<i>Fairfax, VA</i>
<i>Managing Federal Proposals - Color Team Reviews</i>	<i>November 15-17, 2011</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>November 15-18, 2011</i>	<i>San Diego, CA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>December 6-9, 2011</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Price to Win</i>	<i>December 13-16, 2011</i>	<i>Fairfax, VA</i>

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