

2010 Public Workshop Calendar

Capturing Federal Business	January 5-6, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	January 12-15, 2010	Fairfax, VA
Writing Federal Proposals - APMP Accreditation	January 19-21, 2010	Seattle, WA
Price-to-Win	January 26-27, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	February 2-5, 2010	Santa Clara, CA
Capturing Federal Business - Positioning to Win	February 2-5, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	February 9-12, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	February 16-19, 2010	El Segundo, CA
Capturing Federal Business	March 2-3, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	March 16-19, 2010	Fairfax, VA
Price-to-Win	March 23-24, 2010	Fairfax, VA
Capturing Federal Business - Winning Executive Summaries	April 13-15, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	April 20-23, 2010	Fairfax, VA
Positioning to Win	April 27-28, 2010	Fairfax, VA
Capturing Federal Business - Writing Federal Proposals	May 4-7, 2010	Colorado Springs, CO
Capturing Federal Business	May 4-5, 2010	Fairfax, VA
Writing Federal Proposals	May 6-7, 2010	Fairfax, VA
Price-to-Win	May 11-12, 2010	Fairfax, VA
Winning in the Cost Volume	May 13-14, 2010	Fairfax, VA
Customer Focused Business & Technical Writing	May 17-18, 2010	SLC, UT
Writing Federal Proposals - Managing Federal Proposals	May 18-21, 2010	Fairfax, VA
Obtaining GSA Schedules	May 18-20, 2010	SLC, UT
APMP Accreditation Coaching	June 1, 2010	Orlando, FL
Writing Federal Proposals - Managing Federal Proposals	June 1-4, 2010	Denver, CO
Capturing Federal Business	June 1-2, 2010	Fairfax, VA
*Bootcamp - Winning Executive Summaries	June 8-11, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	June 15-18, 2010	Fairfax, VA
Capturing Federal Business	July 6-7, 2010	Fairfax, VA
Price-to-Win	July 8-9, 2010	Fairfax, VA
Writing Federal Proposals - Managing Federal Proposals	July 13-16, 2010	Fairfax, VA
Writing Federal Proposals - Winning Executive Summaries	July 20-22, 2010	Fairfax, VA

Continued on next page

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Call Debbie Wright at
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Shipleys Wins

<i>Capturing Federal Business</i>	<i>August 3-4, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>August 10-13, 2010</i>	<i>Fairfax, VA</i>
<i>Customer Focused Business & Technical Writing</i>	<i>August 11-12, 2010</i>	<i>Dallas, TX</i>
<i>Writing Federal Proposals - Winning Executive Summaries - APMP Accreditation</i>	<i>August 17-20, 2010</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Positioning to Win</i>	<i>August 31-September 3, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>September 7-10, 2010</i>	<i>Portland, OR</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>September 13-16, 2010</i>	<i>Honolulu, HI</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>September 14-17, 2010</i>	<i>Fairfax, VA</i>
<i>Price-to-Win</i>	<i>September 21-22, 2010</i>	<i>Fairfax, VA</i>
<i>Winning in the Cost Volume</i>	<i>September 23-24, 2010</i>	<i>Fairfax, VA</i>
<i>Winning Sales Writing</i>	<i>September 23-24, 2010</i>	<i>SLC, UT</i>
<i>Capturing Federal Business - Writing Federal Proposals</i>	<i>October 5-6, 2010</i>	<i>Denver, CO</i>
<i>Capturing Federal Business</i>	<i>October 5-6, 2010</i>	<i>Fairfax, VA</i>
<i>Customer Focused Business & Technical Writing</i>	<i>October 7-8, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 12-15, 2010</i>	<i>Sacramento, CA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 19-22, 2010</i>	<i>Colorado Springs, CO</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>October 19-22, 2010</i>	<i>Fairfax, VA</i>
<i>*Bootcamp - Winning Executive Summaries</i>	<i>October 26-29, 2010</i>	<i>Fairfax, VA</i>
<i>Positioning to Win</i>	<i>November 2-3, 2010</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business</i>	<i>November 4-5, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>November 9-12, 2010</i>	<i>Seattle, WA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>November 16-19, 2010</i>	<i>Fairfax, VA</i>
<i>Capturing Federal Business - Winning Executive Summaries</i>	<i>November 30- December 2, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>December 7-10, 2010</i>	<i>Fairfax, VA</i>
<i>Writing Federal Proposals - Managing Federal Proposals</i>	<i>December 7-10, 2010</i>	<i>Phoenix, AZ</i>
<i>Customer Focused Business & Technical Writing</i>	<i>December 9-10, 2010</i>	<i>SLC, UT</i>
<i>Capturing Federal Business</i>	<i>December 14-15, 2010</i>	<i>Fairfax, VA</i>
<i>Price-to-Win</i>	<i>December 16-17, 2010</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	\$1245
3 Day Workshop	\$1445
4 Day Workshop	\$1645

*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
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