

2012 Public Workshop Calendar

Refer to shipleyswins.com for detailed course descriptions

February	Writing Federal Proposals/Managing Federal Proposals	February 7-10, 2012	Fairfax, VA
	Capturing Federal Business/Winning Executive Summaries	February 15-17, 2012	Fairfax, VA
	Pricing to Win/Winning in the Cost Volume	February 21-24, 2012	Fairfax, VA
March	Writing Federal Proposals/Managing Federal Proposals	March 6-9, 2012	Fairfax, VA
	Capturing Federal Business/Pricing to Win	March 13-16, 2012	Fairfax, VA
	Winning Executive Summaries/Business Development Bootcamp	March 20-23, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	March 27-30, 2012	Los Angeles, CA
April	Writing Federal Proposals/Wordman	April 3-5, 2012	Fairfax, VA
	Winning Sales Proposals/Winning Executive Summaries	April 10-12, 2012	Houston, Tx
	Writing Federal Proposals/Managing Federal Proposals	April 17-20, 2012	Fairfax, VA
	Capturing Federal Business/Executive Decision Gates	April 24-27, 2012	Fairfax, VA
	APMP Accreditation Open Enrollment	April 26, 2012	Fairfax, VA
May	Writing Federal Proposals /Managing Federal Proposals	April 24-27, 2012	Minneapolis, MN
	Writing Federal Proposals/Managing Federal Proposals	May 1-4, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	May 8-11, 2012	Atlanta, GA
	Capturing Federal Business/Positioning to Win	May 8-11, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	May 15-18, 2012	Dayton, OH
June	Pricing to Win/Winning in the Cost Volume	May 22-25, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	June 5-8, 2012	Fairfax, VA
	Capturing Federal Business/Executive Decision Gates	June 12-15, 2012	Fairfax, VA
	Writing Federal Proposals /Billion Dollar Proposal Graphics	June 19-21, 2012	Fairfax, VA

Price

Shipleys offers most of their workshops as combo workshops. Clients can take a portion or the whole combination. Call for details.

1 Day Workshop	\$745
2 Day Workshop	\$1295
3 Day Workshop Combo	\$1495
4 Day Workshop Combo	\$1695
APMP Workshop	Call for details
*Billion Dollar Graphics	Call for details

* 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.

Shipleys Wins

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

July	Writing Federal Proposals /Managing Federal Proposals	July 10-13, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals/ Winning Executive Summaries	July 16-20, 2012	Fayetteville, NC
	Winning Executive Summaries/Business Development Bootcamp	July 17-20, 2012	Fairfax, VA
	Capturing Federal Business /Positioning to Win	July 24-27, 2012	Fairfax, VA
August	Writing Federal Proposals/Managing Federal Proposals	August 7-10, 2012	Fairfax, VA
	Capturing Federal Business /Executive Decision Gates	August 14-17, 2012	Fairfax, VA
	Pricing to Win/Winning in the Cost Volume	August 21-24, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	August 28-31, 2012	Sterling Heights, MI
September	Writing Federal Proposals/Managing Federal Proposals	September 4-7, 2012	Dallas, TX
	Writing Federal Proposals/Managing Federal Proposals	September 11-14, 2012	Fairfax, VA
	Capturing Federal Business/Pricing to Win	September 18-21, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	September 18-21, 2012	Denver, CO
	Writing Federal Proposals/Wordman	September 25-27, 2012	Fairfax, VA
October	Writing Federal Proposals/Managing Federal Proposals	October 2-5, 2012	Fairfax, VA
	Writing Federal Proposals	October 4-5, 2012	Boston
	Capturing Federal Business/Executive Decision Gates	October 9-12, 2012	Fairfax, VA
	Winning Executive Summaries/Business Development Bootcamp	October 16-19, 2012	Fairfax, VA
	APMP Open Enrollment	October 23, 2012	Fairfax, VA
November	Writing Federal Proposals/Managing Federal Proposals	October 23-26, 2012	Huntsville, AL
	Capturing Federal Business/Positioning to Win	November 6-9, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	November 13-16, 2012	Fairfax, VA
	Pricing to Win /Winning in the Cost Volume	November 27-30, 2012	Fairfax, VA
	Writing Federal Proposals/Managing Federal Proposals	November 27-30, 2012	Indianapolis, IN
December	Writing Federal Proposals/Managing Federal Proposals	December 4-7, 2012	Fairfax, VA
	Capturing Federal Business/Executive Decision Gates	December 11-14, 2012	Fairfax, VA
	Writing Federal Proposals /Billion Dollar Proposal Graphics	December 18-20, 2012	Fairfax, VA

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