

# 2019 Public Workshop Calendar

To register call 888.772.9467 or online at [shipleyswins.com](http://shipleyswins.com). Refer to [shipleyswins.com](http://shipleyswins.com) for detailed course descriptions.

## January

Writing and Managing Federal Proposals (3-day)	January 8-10, 2019	Sterling, VA
Capturing Federal Business/Qualifying to Win	January 15-17, 2019	Sterling, VA
Pricing to Win	January 22-23, 2019	Sterling, VA

## February

Managing Federal Proposals/Writing Federal Proposals	February 5-8, 2019	Sterling, VA
Capturing New Business	February 12, 2019	<b>Online</b>
Writing and Managing Federal Proposals (3-day)	February 12-14, 2019	El Segundo, CA
Business Development Boot Camp	February 25-March 1, 2019	Sterling, VA
Capturing Federal Business/Pricing to Win <i>Contact Shawna Lippert for registration 719-255-5215</i>	February 26-March 1, 2019	Colorado Springs, CO

## March

Writing and Managing Federal Proposals (3-day)	March 5-7, 2019	Sterling, VA
Capturing Federal Business/Winning with Color Team Reviews	March 12-14, 2019	Sterling, VA
Winning Executive Summaries/Winning with Past Performance/ Winning with Task Orders	March 19-21, 2019	Sterling, VA
POWeRful Proposal Writing	March 26, 2019	<b>Online</b>

## April

Writing and Managing Federal Proposals (3-day)	April 2-4, 2019	Sterling, VA
Managing Strategic Proposals	April 16, 2019	<b>Online</b>
Pricing to Win/Winning in the Cost Volume	April 16-18, 2019	Sterling, VA
Capturing Federal Business/Winning Executive Summaries	April 23-25, 2019	Providence, RI
Business Development Boot Camp	April 29-May 3, 2019	Sterling, VA
Managing Federal Proposals/Writing Federal Proposals <i>Contact Shawna Lippert for registration 719-255-5215</i>	April 30-May 3, 2019	Colorado Springs, CO

## May

Managing Federal Proposals/Writing Federal Proposals	May 7-10, 2019	Sterling, VA
Capturing Federal Business/Qualifying to Win	May 14-16, 2019	Sterling, VA
Writing and Managing Federal Proposals (3-day)	May 21-23, 2019	St. Louis, MO

## June

Writing and Managing Federal Proposals (3-day)	June 4-6, 2019	Sterling, VA
Capturing Federal Business/Winning Color Team Reviews	June 11-13, 2019	Sterling, VA
POWeRful Proposal Writing	June 18, 2019	<b>Online</b>

## July

Writing and Managing Federal Proposals (3-day)	July 9-11, 2019	Sterling, VA
Capturing New Business	July 16, 2019	<b>Online</b>
Managing Strategic Proposals	July 23, 2019	<b>Online</b>

## August

Managing Federal Proposals/Writing Federal Proposals	August 6-9, 2019	Sterling, VA
Business Development Boot Camp	August 12-16, 2019	Sterling, VA
Capturing Federal Business/Qualifying to Win	August 20-22, 2019	Sterling, VA
Writing and Managing Federal Proposals (3-day)	August 27-29, 2019	Huntsville, AL

## September

Writing and Managing Federal Proposals (3-day)	September 10-12, 2019	Sterling, VA
POWeRful Proposal Writing	September 10, 2019	<b>Online</b>
Pricing to Win/Winning in the Cost Volume	September 17-19, 2019	Sterling, VA
Capturing Federal Business/Pricing to Win	September 24-27, 2019	Dallas, TX

## October

Managing Federal Proposals/Writing Federal Proposals	October 1-4, 2019	Sterling, VA
Business Development Boot Camp	October 7-11, 2019	Sterling, VA
Capturing Federal Business/Winning Color Team Reviews	October 15-17, 2019	Sterling, VA
Writing and Managing Federal Proposals (3-day)	October 22-24, 2019	San Diego, CA

## November

Writing and Managing Federal Proposals (3-day)	November 5-7, 2019	Sterling, VA
Capturing Federal Business/Qualifying to Win	November 12-14, 2019	Sterling, VA
Managing Strategic Proposals	November 19, 2019	<b>Online</b>

## December

Business Development Boot Camp	December 2-6, 2019	Sterling, VA
Writing and Managing Federal Proposals (3-day)	December 10-12, 2019	Sterling, VA

### Price

Shipleys offers most of their workshops as combo workshops. Clients can take a portion or the whole combination. Call 888.772.9467 for details.

1 Day Workshop	-\$795
2 Day Workshop	-\$1350
3 Day Workshop Combo	-\$1695
4 Day Workshop Combo	-\$1895
5 Day Workshop Combo	-\$2195

\* 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.