

2021 Public Workshop Calendar

To register call 888.772.9467 or online at shipleyswins.com. Refer to shipleyswins.com for detailed course descriptions.

February

Managing Strategic Proposals	February 2, 2021	Online
POWeRful Proposal Writing	February 3, 2021	Online
Business Development Boot Camp	February 8, 10, 11, 2021	Online
Capturing Federal Business/Pricing to Win	February 24, 25, 2021	Online

March

Managing Strategic Proposals	March 2, 2021	Online
POWeRful Proposal Writing	March 3, 2021	Online
Capturing New Business	March 9, 2021	Online
Winning Executive Summaries	March 10, 2021	Online
Business Development Boot Camp	March 22, 24, 25, 2021	Online

April

Managing Strategic Proposals	April 6, 2021	Online
POWeRful Proposal Writing	April 7, 2021	Online
Pricing to Win	April 13, 2021	Online
Winning in the Cost Volume	April 14, 2021	Online
Business Development Boot Camp	April 26, 28, 29, 2021	Online

May

Writing and Managing Federal Proposals	May 4-6, 2021	Sterling, VA
Capturing New Business	May 11, 2021	Online
Executive Summaries/Past Performance/Task Orders	May 11-13, 2021	Sterling, VA
Capturing Federal Business/Color Teams	May 18-20, 2021	Sterling, VA

June

Managing Strategic Proposals	June 1, 2021	Online
POWeRful Proposal Writing	June 2, 2021	Online
Business Development Boot Camp	June 7-11, 2021	Sterling, VA
Capturing Federal Business/Qualifying to Win	June 15-17, 2021	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	-\$850
2 Day Workshop	-\$1,395
3 Day Workshop Combo	-\$1,750
4 Day Workshop Combo	-\$1,950
5 Day Workshop Combo	-\$2,250

* 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.