

2022 Public Workshop Calendar

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

June

Writing and Managing Federal Proposals	June 7-9, 2022	Sterling, VA
Capturing Federal Proposals/Pricing to Win	June 14-17, 2022	Sterling, VA
Business Development Boot Camp	June 27, 29, 30, 2022	Online

July

Managing Strategic Proposals	July 12, 2022	Online
POWeRful Proposal Writing	July 13, 2022	Online
Capturing New Business	July 19, 2022	Online
Winning Executive Summaries	July 20, 2022	Online
Business Development Boot Camp	July 25-29, 2022	Sterling, VA

August

Writing and Managing Federal Proposals	August 2-4, 2022	Sterling, VA
Capturing New Business	August 9, 2022	Online
Pricing to Win	August 10, 2022	Online
Business Development Boot Camp	August 22-26, 2022	Sterling, VA

September

Capturing Federal Business/Qualifying to Win	September 20-22, 2022	Sterling, VA
Writing and Managing Federal Proposals	September 20-22, 2022	Huntsville, AL
Writing Executive Summaries	September 20, 2022	Online
Business Development Boot Camp	September 26, 28, 29, 2022	Online
Managing and Writing Federal Proposals (4-day)	September 27-30, 2022	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	-\$950
2 Day Workshop	-\$1,450
3 Day Workshop Combo	-\$1,799
4 Day Workshop Combo	-\$1,999
5 Day Workshop Combo	-\$2,299

* 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.

October

Managing Strategic Proposals	October 4, 2022	Online
POWeRful Proposal Writing	October 5, 2022	Online
Business Development Boot Camp	October 17-21, 2022	Sterling, VA

November

Writing and Managing Federal Proposals	November 1-3, 2022	Sterling, VA
Capturing Federal Business/Pricing to Win	November 7-10, 2022	Sterling, VA
Capturing New Business	November 9, 2022	Online
Business Development Boot Camp	November 14-18, 2022	Sterling, VA

December

Managing Strategic Proposals	December 6, 2022	Online
POWeRful Proposal Writing	December 7, 2022	Online
Business Development Boot Camp	December 12, 14, 15, 2022	Online

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