

# 2023 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

Managing Strategic Proposals	January 10, 2023	Online
POWeRful Proposal Writing	January 11, 2023	Online
Pricing to Win	January 24, 2023	Online
Winning in the Cost Volume	January 25, 2023	Online
Business Development Boot Camp	January 30-February 3, 2023	Sterling, VA

## February

Writing and Managing Federal Proposals	February 7-9, 2023	Sterling, VA
Capturing New Business	February 14, 2023	Online
Winning Color Team Reviews	February 15, 2023	Online
Consultative Selling	February 23, 2023	Online
Business Development Boot Camp	February 27, March 1, 2, 2023	Online

## March

Managing Strategic Proposals	March 7, 2023	Online
POWeRful Proposal Writing	March 8, 2023	Online
Business Development Boot Camp	March 20-24, 2023	Sterling, VA
Capturing Federal Business/Qualifying to Win	March 28-30, 2023	Sterling, VA

## April

Writing and Managing Federal Proposals	April 4-6, 2023	Sterling, VA
Winning Executive Summaries	April 11, 2023	Online
Capturing Federal Business/Pricing to Win	April 18-21, 2023	Sterling, VA
Business Development Boot Camp	April 24, 26, 27, 2023	Online

### 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—\$995
- 2 Day Workshop—\$1,520
- 3 Day Workshop Combo—\$1,850
- 4 Day Workshop Combo—\$2,050
- 5 Day Workshop Combo—\$2,350

\* 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.

## May

Managing Strategic Proposals	May 2, 2023	Online
POWeRful Proposal Writing	May 3, 2023	Online
Business Development Boot Camp	May 15-19, 2022	Sterling, VA
Writing and Managing Federal Proposals	May 16-18, 2023	Tampa, FL

## June

Writing and Managing Federal Proposals	June 6-8, 2023	Sterling, VA
Business Development Boot Camp	June 5, 7, 8, 2023	Online
Pricing to Win/Winning in the Cost Volume	June 13-15, 2023	Sterling, VA
Capturing New Business	June 27, 2023	Online

## July

Managing Strategic Proposals	July 11, 2023	Online
POWeRful Proposal Writing	July 12, 2023	Online
Capturing Federal Business/Qualifying to Win	July 18-20, 2023	Sterling, VA
Business Development Boot Camp	July 24-28, 2023	Sterling, VA

## August

Managing Strategic Proposals	August 1, 2023	Online
POWeRful Proposal Writing	August 2, 2023	Online
Capturing New Business	August 8, 2023	Online
Winning Color Team Reviews	August 9, 2023	Online
Business Development Boot Camp	August 14, 16, 17, 2023	Online

## September

Writing and Managing Federal Proposals	September 12-14, 2023	Sterling, VA
Capturing Federal Business/Pricing to Win	September 19-22, 2023	Sterling, VA
Writing and Managing Federal Proposals	September 19-21, 2023	Huntsville, AL
Business Development Boot Camp	September 25-29, 2023	Sterling, VA

## October

Business Development Boot Camp	October 2, 4, 5, 2023	Online
Writing and Managing Federal Proposals	October 17-19	Kansas City, MO
Capturing New Business	October 24, 2023	Online
Winning Executive Summaries	October 25, 2023	Online

## November

Managing Strategic Proposals	November 7, 2023	<i>Online</i>
POWeRful Proposal Writing	November 8, 2023	<i>Online</i>
Capturing Federal Business/Qualifying to Win	November 7-9, 2023	Sterling, VA
Business Development Boot Camp	November 13-17, 2023	Sterling, VA

## December

Business Development Boot Camp	December 4, 6, 7, 2023	<i>Online</i>
Managing Strategic Proposals	December 12, 2023	<i>Online</i>
POWeRful Proposal Writing	December 13, 2023	<i>Online</i>