

### APMP Member Services

#### Association of Proposal Management Professionals (APMP®) members receive the following benefits and services for their annual membership fee:

1. **APMP Accreditation Program** – A three-tiered industry accreditation program designed to demonstrate competencies and best practices available to APMP members globally.
2. **Website at [www.apmp.org](http://www.apmp.org)** – An electronic content and information hub for members to learn more about the association, its chapters, and its offerings. The website allows members to access hundreds of archived presentations, articles, and templates that demonstrate best practices in the workplace.
3. **The APMP Journal** – A printed collection of both researched articles and industry insights into the field of proposal management, capture and business development. The *Journal* is published twice a year and is mailed to APMP members.
4. **The Perspective** – The *Perspective* is an electronic quarterly newsletter previously published four times a year and available for download at [www.apmp.org](http://www.apmp.org). In 2012, it will be published weekly and emailed to members. The *Perspective* contains news about APMP, articles of interest on proposal operations, capture, business news, and APMP-sponsored events.
5. **APMP Job Bank** – An online service that allows APMP members and non-members to post job openings, search resumes, and attract the best and the brightest applicants for their job.
6. **APMP 2012 Global Salary Survey** – An online tool for members providing key compensation information for a variety of job titles worldwide. Compiled from more than 2,100 industry responses, companies will be able to measure their competitiveness and manage salary expectations.
7. **The Body of Knowledge (BoK)** – A resource-rich area of the APMP website that identifies practices, process elements, and tools that are generally recognized as key practices and hallmarks of the proposal, bids, and tenders of the business development profession. It also provides a foundation of facts and competencies for the APMP accreditation program.
8. **APMP Task Force Communities** – A number of APMP Task Forces support both commercial and government business development communities—as well as our government membership—with presentations and information to better train, prepare, or educate business development personnel.
9. **Social Networking Sites** – APMP members can stay connected to each other and with their association through [www.apmp.org](http://www.apmp.org), the new APMP app, an APMP LinkedIn site, APMP's Facebook site, and a site for Bid & Proposal Con on LinkedIn, Facebook, and Xing.
10. **GoToMeeting/GoToWebinar Service** – Chapters and volunteers who serve on APMP Committees may use APMP's conference call and web presentation platform for their monthly communications and chapter events.
11. **Bid & Proposal Con** – APMP's Annual Conference—Bid & Proposal Con—is a two-and-half-day industry event featuring Keynote speakers, more than 50 educational sessions, an awards program, and the industry's best networking.

12. **Monthly Live Chapter Networking Events** – Many APMP chapters host monthly webinar education events that members can access free of charge, and other chapters hold in-person dinner meetings with special member pricing.
13. **Opportunity to Affiliate with an APMP Chapter** – APMP members may choose to affiliate with a particular chapter to take advantage of that chapter’s own chapter body of knowledge, publications, and member pricing for chapter events such as dinner series speaker events and local and regional conferences.
14. **Speaker’s Bureau** – An online resource for members and chapters who are in need of APMP-ready speakers to deliver a presentation for their next conference call, webinar, or face-to-face meeting.
15. **Conference Presentation Repository** – The proposal industry’s most comprehensive information archive featuring hundreds of APMP conference presentations dating back more than ten years.
16. **Chapter Awards Program** – APMP Chapters can self-nominate for a number of annual awards, which are presented at Bid & Proposal Con. These include the Chapter Membership Award, Chapter Programs Award, Chapter Special Events Award, and Chapter Communications Award. APMP can also award the Stephen P. Shipley Award for the APMP Chapter of the Year, and the Steven S. Myers Award for the APMP Chapter Chair of the Year.
17. **Other Awards** – APMP’s *Insight Award* is presented annually to the best article that appeared in the *APMP Journal* that year as selected by the *Journal’s* managing editor after polling *Journal* staff. The award is based on usefulness, reader feedback, and the ability for the author to clearly communicate and pass on knowledge that elevates the industry.
18. **APMP Fellows** – Each year APMP recognizes individuals who have made substantial contributions to our profession, and APMP Fellows aid APMP as advisers and mentors to our members, continuing their records of excellence and service.
19. **E-newsletter Briefings to Members** – This e-newsletter advises APMP members on association volunteer opportunities, APMP news, new products and services, events, and other areas of interest and is sent on an as needed basis.
20. **APMP Chapter Grant Program** – APMP supports its chapters by offering a Grant Program to support chapter activities on a case-by-case basis. Chapters must apply for the funding by notifying the Executive Director and provide narrative on the special project it is asking to be funded. All grants are then voted on by the APMP Board of Directors.
21. **Access to APMP’s Online Store** – An online resource offering APMP members an opportunity to purchase products such as the Global Salary Survey, APMP Bid & Proposal Con Sponsorship and future APMP education events on-demand.