

SPAC 2008 SCHEDULE OF EVENTS

Friday, November 7, 2008 – Cobb Galleria Conference Centre

	Times	Ballroom F		Ballroom C-D	
		Topic	Speaker	Topic	Speaker
Registration and Breakfast	7:00 – 8:15 <i>(75 min)</i>				
Intro/Opening	8:15 – 8:30 <i>(15 min)</i>	Introductory Opening Comments	Conference Co-Chairs		
Session 1	8:30 – 9:20 <i>(50 min)</i>	1. Reducing Noxious Emissions, Managing Proposal Content	George McCulley	2. Solutions for Seven Unsolvable Problems of Proposal Management	Carl Dickson
Break	9:20 – 9:35				
Session 2	9:40 – 10:30 <i>(50 min)</i>	3. Win or No Win? How to Make Winning Executive Summaries	Mike Parkinson	4. World Class Proposal Writing Capabilities	Charlie Divine
Break	10:15 – 10:30				
Session 3	10:30 – 11:20 <i>(50 min)</i>	5. Making Time National	John Lauderdale	6. The RFP Green Thumb: Planting Seeds for an Abundant Harvest	Chuck Keller
Session 4	11:25 – 12:15 <i>(50 min)</i>	7. TBD	John Blackshear		
Lunch / Exhibitor Hall	12:15 – 1:15			Lunch	
Session 5	1:15 – 1:25 <i>(15 min)</i>	Gather Back/Announcements			
Session 6	1:30 – 2:20 <i>(50 min)</i>	8. More Smiles per Proposal	B.J. Lownie and Martin Smith		
Break	2:20 – 3:00				
Session 7	3:00 – 3:50 <i>(50 min)</i>	9. Knowing Your Destination Makes a Proposal Development Trip More Efficient; A Peek at the "Other Side" of the Procurement Table	Bill Andre	10. Zero Emissions Proposals: Tips & Tricks for Successful Virtual Teams	Amy McGeady and Michelle Petty
Session 8	3:55 – 4:35 <i>(40 min)</i>	11. What is the Cost of Going Green?	Michael Tresko	12. The Recycling Solution : The Lost Art of Feedback	LaBrita Cash
Closing	4:40-5:00	Wrap up and Door Prizes	Conference Co-Chairs		