

SPAC 2009 SCHEDULE OF EVENTS

FRIDAY, OCTOBER 30, 2009

| | Times | Ballroom F | | Ballroom C/D | |
|-----------------------------------|----------------------------------|---|----------------------|---|----------------|
| | | Topic | Speaker | Topic | Speaker |
| Registration and Breakfast | 7:15 – 8:00 <i>(45 min)</i> | | | | |
| Intro/Opening | 8:00 – 8:15 <i>(15 min)</i> | Introductory Opening Comments | Conference Co-Chairs | | |
| Session 1 | 8:15 – 9:05 <i>(50 min)</i> | 1. Lessons Collected Ain't Lessons Learned: How to Stop the Bleeding | Ed Alexander | 2. Eat or Be Eaten: Doing More with Less | Kevin Bodiford |
| Break | 9:05 – 9:20 <i>(15 min)</i> | | | | |
| Session 2 | 9:20 – 10:10 <i>(50 min)</i> | 3. Little (Virtual) Proposal Shop of Horrors | Lisa King | 4. Managing Interdepartmental Communication for Proposal Development | Mitch Reed |
| Break | 10:10 – 10:25 <i>(15 min)</i> | | | | |
| Session 3 | 10:25 – 11:15 <i>(50 min)</i> | 5. A DIY Guide to Proposal Graphics | Colleen Jolly | 6. The APMP Accreditation Program: Q&As for Professional Growth and Recognition | Chuck Keller |
| Move to Ballroom F | 11:15 - 11:20 <i>(5 min)</i> | | | | |
| Session 4 | 11:20 – 12:10 <i>(50 min)</i> | 7. The Generation Gap at Work | David Sotolongo | | |
| Lunch / Exhibitor Hall | 12:10 – 1:10 <i>(1 hour)</i> | Lunch (Ballroom C/D) | | | |
| Afternoon Intro | 1:10 – 1:30 <i>(20 min)</i> | Gather Back/Announcements | Conference Co-Chairs | | |
| Session 5 | 1:30 – 2:20 <i>(50 min)</i> | 8. The Little Shop of Proposal Horrors: A Survival Guide | B.J. Lownie | | |
| Break | 2:20 – 2:35 <i>(15 min)</i> | | | | |
| Session 6 | 2:35 – 3:25 <i>(50 min)</i> | 9. Secrets of the Proposal Whisperer | Terry Clayton | 10. Keeping Your Proposal Shop Running Smoothly | Kim Holmes |
| Break | 3:25 – 3:40 <i>(15 min)</i> | | | | |
| Session 7 | 3:40 – 4:30 <i>(50 min)</i> | 11. Hide and Seek: Keeping Information at Hand to Keep Proposal Monsters at Bay | Wendy Hersh | 12. Take Your Kick-off Meeting Up a Notch | Robin Davis |
| Closing | 4:30-4:50 <i>(20 min)</i> | Wrap up and Last Door Prizes | Conference Co-Chairs | | |