

SPAC 2018 SCHEDULE OF EVENTS

Thursday, MARCH 22, 2017

	Times	Room A/B			Room C	
		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 and Door Prizes	Conference Co-Chairs			
Session 1	8:15 – 9:05 <i>(50 min)</i>	From Start to Finish: Building a Proposal Schedule that Works	David Stearman		A Team to the Finish Line	Tonya Maurice
Break	9:05 – 9:20 <i>(15 min)</i>					
Session 2	9:20 – 10:10 <i>(50 min)</i>	The Intrepid Word Traveler—Tips to Help You Navigate an RFP and Reach the Other Side	Melissa Mabon		Presentation Design for Non-Designers	Bruce Farrell
Break	10:10 – 10:25 <i>(15 min)</i>					
Session 3	10:25 – 11:15 <i>(50 min)</i>	Master Class: Applying Business Lessons to Opportunity Development	Kevin Switaj		Reach Your Destination and Avoid Distractions Along the Way	Jeff Shen
Move to Ballroom F	11:15 - 11:20 <i>(5 min)</i>					
Session 4	11:20 – 12:10 <i>(50 min)</i>	Proposal Development in an Increasingly Automated World	Steve Skeldon			
Lunch / Exhibitor Hall	12:10 – 1:20 <i>(1 hour, 10 min)</i>			Lunch (Room C) A Message from our Platinum Level Sponsors		
Afternoon Intro	1:20 – 1:40 <i>(20 min)</i>	Gather Back/Announcements and Door Prizes	Conference Co-Chairs			
Session 5	1:40 – 2:30 <i>(50 min)</i>	The Secret to Unlocking Your Potential	Mike Parkinson			
Break	2:30 – 2:40 <i>(10 min)</i>					
Session 6	2:40 – 3:30 <i>(50 min)</i>	Are Your Proposal Reviews Derailing the Win?	Lisa Pafe		The Pit Crew of the Selling Cycle	B.J. Lownie
Break	3:30 – 3:40 <i>(10 min)</i>					
Session 7	3:40 – 4:30 <i>(50 min)</i>	Paying Attention to the Guideposts—Taking the Best Route to Your Destination	Howard Nutt		Making Proposals Personal... or When is Road Rage Acceptable	Javier Suarez
Closing	4:30-4:50 <i>(20 min)</i>	Wrap up and Last Door Prizes	Conference Co-Chairs			