

SPAC 2019 SCHEDULE OF EVENTS

Wednesday, March 20, 2019

	Times	Room A	
		Topic	Speaker
Registration and Gathering	12:30-1:00 <i>(30 min)</i>		
Intro/Opening	1:00 – 1:15 <i>(15 min)</i>	Introductory Opening Comments and Door Prizes	Conference Co-Chairs
Session 1	1:15- – 2:05 <i>(50 min)</i>	Powerful Magic of Olympic Proportion	Rich Kenah
Break	2:05 – 2:20 <i>(15 min)</i>	BREAK	
Session 2	2:20 – 3:20 <i>(60 min)</i>	A Disappearing Act: Using Lean Principles to Develop Winning Proposals	Keera Godfrey
Break	3:20-3:35 <i>(15 min)</i>	BREAK	
Session 3	3:35-4:35 <i>(60 min)</i>	Simple Word Spells I Wish Proposal Writers Knew	Dick Eassom
Closing	4:35-4:50 <i>(15 min)</i>	Wrap up and Last Door Prizes	Conference Co-Chairs

Thursday, March 21, 2019

	Times	Room A		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>	How to Play Fair in the Magician's Hat	Keera Godfrey and Shakita Briggs	What's YOUR value proposition?	David Stearman
Break	9:05 – 9:20 <i>(15 min)</i>				
Session 2	9:20 – 10:10 <i>(50 min)</i>	Becoming a Styles Wizard with Magical Results	Diane Loudenback	Tips to Make Great Proposal Narrative Appear	Kevin Switaj
Break	10:10 – 10:25 <i>(15 min)</i>				
Session 3	10:25 – 11:15 <i>(50 min)</i>	Transmogrify your Proposal Reviews from Vampiric to Valuable	Jeff Leitner	Abracadabra! Tricks for Creating Enchanting Content	Robin Davis
Move to Ballroom A	11:15 - 11:20 <i>(5 min)</i>				
Session 4	11:20 – 12:10 <i>(50 min)</i>	Question Wizards: The Magic of Asking the Client the RIGHT Questions	Steve Skeldon and panel		
Lunch / Exhibitor Hall	12:10 – 1:10 <i>(1 hour)</i>	Lunch (Room B)			
Afternoon Intro	1:10 – 1:40 <i>(30 min)</i>	Gather Back/Announcements and Door Prizes Conference Co-Chairs Message from our Platinum level sponsors			
Session 5	1:40 – 2:30 <i>(50 min)</i>	IMPROVing Communications: "Whose Proposal is it Anyway?"	B.J. Lownie		
Break	2:30 – 2:40 <i>(10 min)</i>				
Session 6	2:40 – 3:30 <i>(50 min)</i>	Position to Win: The Art of Minimizing Money Left on the Table	Christine Campbell	How the Writers of the U.S. Constitution Made Magic Using Proposal Skills and Techniques	Ted Koval
Break	3:30 – 3:40 <i>(10 min)</i>				
Session 7	3:40 – 4:30 <i>(50 min)</i>	Forget the Magic Hat: Put on your Thinking Cap!	David Stearman	Do You See What I See? Change Management Principles to Develop Winning Proposals	Keera Godfrey
Closing	4:30-4:50 <i>(20 min)</i>	Wrap up and Last Door Prizes Conference Co-Chairs			