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## Make an Impact at this year's APMP ANZ conference

### APMP ANZ Conference

In August this year, proposal professionals from around Australia, New Zealand and Asia will come together to network, learn, and celebrate our profession.

Join us in Melbourne on 28 and 29 August, and make an impact on your industry, your company, your career and your wellbeing.

More details will follow later. For information about sponsorship and speaking opportunities, or to learn how you can get more involved, contact Alison Timchur.

[conference@apmpanz.org](mailto:conference@apmpanz.org)

### Chat with the chair



Dear members

Welcome to the first edition of the new look APMP ANZ Chapter newsletter for 2019.

I was excited to be voted in as your new committee chair and look forward to building on Matt Lovegrove's efforts over the last three years, which saw substantial growth and the launch of our award-winning conferences. Matt also coined the term #our tribe, which sums up what the APMP is all about: a place to connect, learn from and support each other.

Your committee is focussed on building more connections, opportunities and value for members. Networking events have already kicked off and more are planned throughout ANZ and Asia. Members can continue to invest in their careers and challenge their knowledge of global best practice through the APMP Professional Certification Program, APMP Body of Knowledge, webinars and forums.

Now for a drumroll please... our 2019 conference will be held in Melbourne on 28-30 August. Please save the date, tell your industry colleagues and get in touch with Conference Chair Alison Timchur ([conference@apmpanz.org](mailto:conference@apmpanz.org)) if you would like to participate as a speaker or sponsor. This is a fantastic opportunity to engage with the APMP community, meet industry leaders, showcase your knowledge and promote your organisation.

We are keen to hear how the APMP can best serve you in our region and will be holding a planning session in February to start implementing these ideas. Please get in touch with me via LinkedIn ([linkedin.com/in/karinaames](https://www.linkedin.com/in/karinaames)) or email ([chair@apmpanz.org](mailto:chair@apmpanz.org)) to share your thoughts.

I look forward to working with you to continue building APMP as our eminent industry body, helping members to become and be recognised as leaders in our profession and beyond.



Regards,  
Karina Ames  
APMP ANZ Chapter Chair





Gong Xi Fa Cai

## Singapore meeting

Happy New Year to our colleagues in Asia! Chapter Chair Karina Ames and vice-chair Felix Becker held a breakfast meeting in Singapore on 26 January to discuss their shared vision for the chapter this year. Through their experience as corporate members, they see great opportunities to connect more organisations with benefits offered through the APMP network.



## Looking for APMP in Asia Pacific?

Are you an APMP ANZ Chapter Member based outside of Australia and New Zealand? Or based in Australia and New Zealand but working regionally or globally and often doing a bit of travel in Asia Pacific? Then read on . . .

Did you know our Chapter has members based in Beijing, Hanoi, Hong Kong, Jakarta, Manila and Singapore?

Winning work professionals in Asia Pacific (with the exception of India, Japan and Korea which have their own Chapter) often choose to affiliate with us as their local Chapter and we very much welcome them as part of our tribe.

With Asia being such an engine for growth globally, this broader community creates opportunities for us to embrace the diversity of the region and build relationships with peers in other countries.

In Singapore for instance, we have a large and active community who meet regularly, and in Hong Kong we had a very successful first catch up just a few months ago.

We've created a new position on our Chapter's Committee this year to help our offshore members stay connected and help our Australia and New Zealand based members connect to the broader region.

So, if you'd like to join our mailing list for future Singapore and Hong Kong events if you are based there or travelling through or would like to look at building a winning work community where you are based in Asia Pacific in other cities, do feel free to get in touch with Sara Miller.

[offshore@apmpanz.org](mailto:offshore@apmpanz.org)



## Global news

- The APMP 40 Under 40 awards program is open for nominations until 22 February, recognising up-and-coming professionals who have impacted the profession
- The global conference, Bid & Proposal Con, will be held in Orlando, Florida from 20-23 May.

Register online to attend [www.apmp.org/page/orlando#reg](http://www.apmp.org/page/orlando#reg)

- On 29 January, APMP established the first chapter in Eastern Europe, APMP Romania. This chapter will complement other European high-profile chapters like APMP UK, APMP DACH, APMP Netherlands, APMP Ireland and APMP Nordic

## Corporate Membership

It is a great pleasure that we welcome Felix Becker onto the committee this year as Vice-Chair. He will also be looking after corporate membership.

Having experienced the benefits as a corporate member for years, Felix will be working to show more local companies the benefits of being a corporate APMP member

in our region. The conference this year in Melbourne is one such example of the great opportunities that being a (corporate) member of APMP can provide.

For more information on Corporate Membership please contact Felix Becker.

[vice-chair@apmpanz.org](mailto:vice-chair@apmpanz.org)



## Call for Feedback

What would you like to see from your Committee this year?

What would you like to see in the Newsletter; what content would you like to watch in the webinars; what information do you need for the

conference; or maybe you have some great ideas for a networking event.

Email Karina with your suggestions and ideas. [chair@apmpanz.org](mailto:chair@apmpanz.org)



Our first Melbourne networking event for the year. Sharing a few drinks, meeting new faces and discussing industry best-practice.

## Events

### CONNECT | MINGLE | NETWORK

#### Melbourne 2019 Networking Events Kick Off

On Tuesday 21 January we had the first APMP ANZ Chapter Melbourne event for the year. And it was a blast. Whilst sharing a few drinks at The Bank on Collins, we discussed different team models, the highs and lows of recruitment, how to build a case for promotion (especially when you are the only bid resource), and the various ways the industry is embedding best practice and finding innovative ways to connect with clients.

Join in the conversation with your local APMP crews at these upcoming events. Test new business ideas. Chat with other people who actually understand what you do. Connect with peers. Hear about upcoming events.

**Thu 21 Feb 2019 | 5-7pm | Market Grounds, Garden Bar | 10 Telethon Avenue, Perth 6000**

Join us for casual drinks and nibbles. Cash bar, nibbles provided. Contact Chrissy Higgins if you have any queries. [chrissy.higgins@arecongroup.com](mailto:chrissy.higgins@arecongroup.com)

**Thu 21 Feb 2019 | 5.30-7pm | Mr Percivals, Howard Smith Wharves | 5 Boundary Street, Brisbane 4000**

Join us for casual drinks. Bring a friend. See you there. No tab. Contact Ingrid van der Mast if you have any queries. [Ingrid.vandermast@arecongroup.com](mailto:Ingrid.vandermast@arecongroup.com)

**Tue 26 Feb 2019 | 7.45-9am | Grain Store | 517 Flinders Lane, Melbourne 3000**

Join us for a social breakfast. This is a self-funded event with limited seats. Bookings are essential and you can reserve your seat or direct any queries by emailing Kate Woodcock. [events@apmpanz.org](mailto:events@apmpanz.org)

## Certification

### New Year, New Certification

APMP offers the world's first, best and only industry-recognised certification program for professionals working in a bid and proposal environment. APMP certification is the global standard for developing and demonstrating proposal management competency.

It is the main reason many people join APMP in the first place.



Experience	Tested	Assessment	Designation
<b>Foundation Level</b>			
1-3 years	Basic knowledge of best practice based on APMP Proposal Guide.	1 hour exam, 75 multiple choice questions, 42 correct to pass.	CF APMP
<b>Practitioner Level</b>			
3+ years	Application of best practice demonstrating experience as a proposal professional.	Essay self-assessment in your own time (ends July 2019) or a new 2.5hr exam format.*	CP APMP
<b>Professional Level</b>			
7+ years	Advocate of best practice and thought leader in their organisations.	Preparation of a Proposal Professional Impact Paper and interview.	CPP APMP

\*More information next newsletter

### APMP Certification Levels

There are three levels of APMP Certification, based on your industry experience. Each level builds on the prior level, and everyone must start at Foundation before advancing to Practitioner and Professional.

- Demonstrates a personal commitment to the profession
- Improves business development capabilities
- Creates a focus on best team practices
- Gains respect and credibility in your business network
- Reinforces your input as a key role within an organisation



### Foundation Guide Now Printed in Australia

The APMP's Foundation Study Guide, the source book for the Foundation exam, is now printed and shipped from Australia for our region. This is super exciting news!

After 8 months working with the APMP international team last year, and running a competitive RFT process from interested suppliers, the winning vendor was Intertype from Melbourne. Intertype has been an APMP member and supporter in our region for many years, so a special thanks to Ian Bosler.

### Next Foundation Course Dates in Australia

The proposed dates for the next public face-to-face Foundation courses (with exam) being run in our region are:

- **Canberra:** Wednesday 27th March
- **Perth:** Wednesday 10th April
- **Brisbane:** Monday 6th May
- **Sydney:** Monday 27th May
- **Melbourne:** Monday 17th June
- **Adelaide:** Monday 8th July

The courses are all facilitated by Nigel Dennis CPP APMP Fellow (co-founder of BidWrite). BidWrite is the only APMP Accredited Training Organisation (ATO) in Australia and New Zealand authorised to run these courses.

So, when you now order a guide from the APMP Store, it is printed and shipped locally, instead of coming from the USA.

Although the base price is still the same (USD\$75 – consistent with all other locations worldwide), no longer is shipping extra. That will save you some \$30 to \$40. Also, instead of taking 6-8 weeks to arrive, it will now take just a matter of days!

The first Australian order was placed in mid-January. The photo above shows a set of books ready for delivery (photo courtesy **Intertype**).

At least 6 people are needed on each course to make it viable. So, register your interest for a date and location (pay no money now) by going to:

[www.apmpbidwritetraining.eventbrite.com](http://www.apmpbidwritetraining.eventbrite.com)

Once numbers for a location are confirmed you will be notified and invoiced, with all payment to be completed 7 days prior to a course.

### More Certification Information

For more information on anything to do with certification, including support for completing your next level of certification, contact our APMP ANZ Chapter representative Nigel Dennis. [certification@apmpanz.org](mailto:certification@apmpanz.org)