

CHAPTER HISTORY

The first APMP-NCA event was a Roundtable Dinner-Presentation held October 26, 1992, at the Fairview Park Marriott with a panel of four speakers. The first officers were elected in March 1993 to lead the NCA chapter for its inaugural year:

- ⇒ Chapter Chair/President R. Dennis Green
- ⇒ Membership/Services David A. Isquith
- ⇒ Secretary/Treasurer Rick Rider
- ⇒ Marketing/Promotion George Plank
- ⇒ Programs/Events Fred Himes

Chapter Officers continue to include leading professionals in the industry.

2016 APMP-NCA Executive Board:

- ⇒ *President*, Lisa Pafe
- ⇒ *Vice President*, Hélène Courard
- ⇒ *Treasurer*, Eric Schwarz
- ⇒ *Secretary*, Jay Carroll

Directors At Large:

- ⇒ *Annual Events*, Kevin Switaj & Nicole Tripodi; *Deputy Chair*, Carmen Singleton
- ⇒ *Corporate Partner Program*, Anne Pyne
- ⇒ *Event Logistics*, Sherylyn Asch
- ⇒ *eZine*, Hannah Bauman
- ⇒ *Marketing & Publicity*, Candace Jenkins
- ⇒ *Membership*, Maryann Lesnick
- ⇒ *Mentorship/Professional Development*, Rachel Timmerman
- ⇒ *Special Events*, Rebecca Link & Lindsay Hlivka
- ⇒ *Speaker Series*, Russell Smith & Tim O'Connor
- ⇒ *Technology*, James Farley



NATIONAL CAPITAL AREA

Thank You For Your
Interest in APMP-NCA
Membership

APMP-NCA

P.O. Box 711
Arlington, VA 22216-0711
www.apmpnca.org
membership@apmpnca.org

*APMP-NCA is a U.S. IRS tax code 501 (c)(6) organization,
incorporated in Virginia.*

APMP-NCA

The Association of Proposal
Management Professionals –
National Capital Area
MEMBERSHIP



NATIONAL CAPITAL AREA

membership@apmpnca.org

ABOUT APMP-NCA

APMP-NCA is a chapter of APMP International, an international association for business winning professionals representing more than 7,100 members in 26 chapters globally. With close to 1400 members and growing, the APMP-NCA chapter is the largest in the U.S. Our members come from across the country and around the world, and represent both industry and government. They share a common interest in learning the best approaches to winning government and commercial business.

APMP-NCA Member Profile:

- ⇒ Proposal Managers, Writers, Coordinators
- ⇒ Proposal Consultants
- ⇒ Business Development Professionals
- ⇒ Competitive Intelligence Professionals
- ⇒ Capture Managers
- ⇒ Program Managers
- ⇒ Graphic Artists
- ⇒ Desktop Publishers
- ⇒ Production Specialists
- ⇒ Pricing Specialists
- ⇒ Government Procurement Professionals

You can join our **Mailing List** even if you are not a member! Go to www.apmpnca.org and scroll down to the link to "Join our Mailing List". Our popular **5 Fact Friday** will keep you up to date. on chapter news and activities.

Helpful Links:

- ⇒ APMP International: www.apmp.org
- ⇒ APMP-NCA: www.apmpnca.org
- ⇒ LinkedIn: www.linkedin.com/groups/1164157
- ⇒ Facebook: www.facebook.com/apmpnca
- ⇒ Twitter: <https://twitter.com/apmpnca>

MEMBER BENEFITS

Keep on top of industry strategies, and ahead of industry trends through education and member networking opportunities offered by the APMP-NCA chapter.

- ⇒ Educational opportunities
- ⇒ Networking with industry peers and experts
- ⇒ Speaker events
- ⇒ Specialized and certification training
- ⇒ Webinars
- ⇒ Annual Mid-Atlantic Conference & Expo
- ⇒ Discounts to all chapter events
- ⇒ Mentor Protégé Program
- ⇒ APMP-NCA Body of Knowledge, including best practices and event presentations
- ⇒ eZine – the Executive Summary
- ⇒ Access to Corporate Partners, who provide products and services to enhance your business development capabilities
- ⇒ Blogs and social media
- ⇒ Certification
- ⇒ Job opportunities

BECOME A MEMBER TODAY

To join, please visit www.apmp.org and select the "Membership" drop-down menu item followed by "Become a Member." *Be sure to affiliate with the National Capital Area chapter.*

The annual individual membership fee of \$150 (\$75 for retirees and students) is easily recouped with discounts on events.

Corporate Membership and sponsorship opportunities are also available.

APMP CERTIFICATION

A well-trained staff delivers credibility to prospects and clients and is a value-add to your company.

APMP Certification is the only industry-recognized certification for our profession. APMP-NCA offers in-person and online education and mentoring opportunities for certification and continuing CEUs.

Achieving APMP certification:

- ⇒ Demonstrates a personal commitment to your career and profession.
- ⇒ Improves business development capabilities.
- ⇒ Creates a focus on best practices.
- ⇒ Fosters respect and credibility of peers, clients and organizational leaders and, in some cases, additional compensation.
- ⇒ Reinforces bid/proposal management as an important role within an organization.

All APMP Certification study materials are available in the APMP Store, under "Certification."

APMP has certified more than 8,000 professionals at three levels:



APMP-NCA MISSION

The mission of the APMP-NCA chapter is to support our members in advancing their professional goals and increasing their capabilities to win business.