

APMP South Africa

Association of Proposal Management Professionals

Why join?

Our mission is to advance the arts, sciences, and technology of new business acquisition and promoting the professionalism of people engaged in those pursuits.



Invitation to join the APMP

This is an open invitation to join the local chapter of the Association of Proposal Management Professionals. Submissions for membership are welcome from all professionals including the following:

- Sales Management
- Proposal and Tender Management
- New Business Development

The APMP provides its members with **local programs, special events and publications**. These activities provide information to members including the **latest trends in new business acquisition and proposal best practices**. Chapter programs and symposia attract national and international attention. Each one provides a unique opportunity for members to **network, learn**, and explore the potential and reward of our chosen **profession**. The people of APMP are some of the most resourceful professionals in the business world today. We invite you to join us and discover how we can help you pursue new horizons in proposal excellence. The APMP provides an opportunity to expand knowledge and capability for our members, providing them with information regarding the entire business acquisition cycle.

The APMP is for you

People join professional associations for a variety of reasons, some of the main reasons to join APMP are:

- **Networking opportunities** - meeting and talking to your peers.
- **International accreditation** - that can help your career (As a member of APMP SA you will receive a discount on your certification exams, and you will be invited to attend members only study groups)
- **Professional support** - from the global organisation.
- Opportunities to **develop leadership skills** – by taking on committee positions.
- Access to member **publications**.
- **Increased reputation** among peers.
- Global best practice **knowledge exchange**.

Website

Please visit our website at www.apmp.org.za for the latest news, press releases, events, training and membership etc. Website for APMP International: www.apmp.org

Membership

The international chapter was founded more than 23 years ago and has thousands of members world-wide. Companies, organizations and professionals in South Africa are recognizing that sales documents such as proposals and bids are a major and crucial element in business development and the people who produce and manage them require special skill and knowledge. We are delighted that our SA Chapter membership has grown to over 60 members in only 2 years. And we look forward to continue growing our chapter with members from not only the Proposal and Bid Management profession, but also to include specialists in sales, business development, procurement, training and others.

Local membership is presently \$112.50 (USD) per year, and is renewable on the anniversary date of joining the association. Please go to www.apmp.org to register online as a member and make payment directly to APMP. If potential members wish to pay locally in ZAR or by means other than credit card, the local cost for joining is R1000. We will forward you an invoice in ZAR and an application form. Once the payment is received, we will load your application on the international APMP member system and process payment on your behalf. Please email Detlef Jütersonke at membership@apmp.org.za if you have any questions.

Events in 2012

We are very excited to present the following events, please diarise and watch your inbox for more information:

Date	Time	Venue	Topic
9 February	17h30 – 20h30	EOH, Bedfordview, JHB	Exploring Preferential Procurement Policy Framework (PPPF)
20 March	17h30 – 20h30	TBA	TBA
22 – 25 May	Full day	Dallas, Texas, USA	APMP USA Conference
25 July	Full day	TBA	APMP Foundation Accreditation Coaching & Exam
26 July	Full day	TBA	APMP SA 3 rd Annual Conference
12 September	17h30 – 20h30	TBA	TBA
24 October	07h30 – 09h00	TBA	APMP South Africa Annual General Meeting

To enquire about events or to join our mailing list, contact Theresa Monoyoudis on 072 497 2487 or via email at info@apmp.org.za. We hope to see you soon.

APMP SA Committee:

Chairperson: Neil Philipson chair@apmp.org.za

Communication: Theresa Monoyoudis events@apmp.org.za

Secretary: Larissa Cornelius admin@apmp.org.za

Events: Shirley Moss events@apmp.org.za

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Websites: APMP South Africa www.apmp.org.za APMP International: www.apmp.org