

SPAC 2015 SCHEDULE OF EVENTS

TUESDAY, OCTOBER 27, 2015

	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>	Word Master Class: Applauding well formatted RFP responses	David Cornwell	Proposal Yoga	Lisa Pafe-
Break	9:05 – 9:20 <i>(15 min)</i>				
Session 2	9:20 – 10:10 <i>(50 min)</i>	Lessons Learned from the Circus: What trapeze culture can teach proposal professionals about teamwork	Julia Quigley-	Places Everyone! Rehearsal—The Key to Bringing Down the House at Orals	Mike Walsh
Break	10:10 – 10:25 <i>(15 min)</i>				
Session 3	10:25 – 11:15 <i>(50 min)</i>	Beyond Win Rates: Fair and appropriate measurement of the proposal support performance	BJ Lownie	How to Become an Overnight Sensation with Account Management	Ginny Carson
Move to Ballroom F	11:15 - 11:20 <i>(5 min)</i>				
Session 4	11:20 – 12:10 <i>(50 min)</i>	The Role of the Narrator Will Be Played By Information to Win (ITW)	Brenda Crist-		
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>	Creativity on Demand: Infuse creativity into bid teams to create better solutions, clearer strategies and happier clients	Colleen Jolly-		
Break	2:30 – 2:40 <i>(10 min)</i>				
Session 6	2:40 – 3:30 <i>(50 min)</i>	Great Theater: From Understudy to Start	Randy Richter and Camila Anderson-	Leading a Successful Multigenerational Proposal Team	Claire McGarry
Break	3:30 – 3:40 <i>(10 min)</i>				
Session 7	3:40 – 4:30 <i>(50 min)</i>	Better Than Average: On Becoming a Thought Leader	Betsy Blakney-	From Great to Consistently Great	Brad Douglas-
Closing	4:30-4:50 <i>(20 min)</i>	Wrap up and Last Door Prizes	Conference Co- Chairs		