

SPAC 2017 SCHEDULE OF EVENTS

Thursday, MARCH 23, 2017

	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>	Knowledge Management (KM): That's Not How We Do it Here	Betsy Blakney Gillian Dionne	Hire an Intern: Shaping the Next Generation	Colleen Jolly
Break	9:05 – 9:20 <i>(15 min)</i>				
Session 2	9:20 – 10:10 <i>(50 min)</i>	Metrics that Matter	David Stearman	It's Not Rocket Science: Succeeding in a Career You Didn't Plan For	Robin Davis
Break	10:10 – 10:25 <i>(15 min)</i>				
Session 3	10:25 – 11:15 <i>(50 min)</i>	RSVP for the Win Party	David Stearman	Proposal Wisdom: Five Things I've Learned as the Youngest Member of Our Proposal Team	Ian Burkett
Move to Ballroom F	11:15 - 11:20 <i>(5 min)</i>				
Session 4	11:20 – 12:10 <i>(50 min)</i>	Proposal Writing and the Eight Second Attention Span	Lisa Pafe		
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>	IMPROVing Communications: "Whose Proposal is it Anyway?"	BJ Lownie		
Break	2:30 – 2:40 <i>(10 min)</i>				
Session 6	2:40 – 3:30 <i>(50 min)</i>	Mysterious Case of the Self-Locking Excel RFP	Melissa Mabon	The Walking Capture	David Sotolongo
Break	3:30 – 3:40 <i>(10 min)</i>				
Session 7	3:40 – 4:30 <i>(50 min)</i>	The Hybrid Approach: Balancing Collaboration and Virtualization in Proposal Development	Kevin Switaj	Being Your Own Boss: Success for the Proposal Consultant/Contractor	Chuck Keller
Closing	4:30-4:50 <i>(20 min)</i>	Wrap up and Last Door Prizes	Conference Co-Chairs		