



It's Not Smoke and Mirrors

The 22<sup>nd</sup> Southern Proposal Accents Conference



Wed., March 20 and Thurs., March 21, 2019  
Cobb Energy Performing Arts Centre  
Atlanta, GA

## Call for Presenters

The [Georgia Chattahoochee](#), [Carolinas](#) and [Florida Sunshine](#) APMP chapters are co-hosting the 22<sup>nd</sup> Southern Proposal Accents Conference (SPAC) at the Cobb Energy Performing Arts Center (CEPAC) in Atlanta. 2019 features a 1.5-day event showcasing presentations by proposal and business development professionals. This year's expanded conference promises to be fun and informative! The conference theme for SPAC is:

### "SPAC Proposal Magic: It's Not Just Smoke and Mirrors"

Join us in Atlanta to share how the best in the business work their proposal magic. Conference attendees will enjoy a day of shared best practices and tips to help them improve efficiencies, work collaboratively, use innovative tools and stay ahead of industry and customer trends.

Share the best practices you use to ensure your organization has all the right tricks up its sleeve.

We are soliciting creative presentations for **both Wednesday, March 20 and Thursday, March 21**. **You could be selected for either day**. Please have fun with presentation ideas that follow the theme of proposal magic. Here are some examples:

- Cast a Spell on your Customers
- Don't Disguise your Differentiators
- Elevate Your Proposal Team's Performance
- Pull Great Partnerships Out of Your Hat
- Be the Wizard of Word
- Use your Magic to Create Winning Proposals
- Stir Up an Impressive Cauldron of Winning Ingredients

These topics are provided as suggestions only. We will consider ALL topics and are interested in presentations that will appeal to attendees working in commercial and/or government environments.

### Timeline

Send your 100-word abstract and 100-word bio to Meg Dwyer ([meg.dwyer@sas.com](mailto:meg.dwyer@sas.com)) by Friday, Dec. 14, 2018.

Activity	Due Date
Submit a topic title, 50 to 100-word abstract and bio	Friday, December 14, 2018
Selected presenters notified	Friday, January 11, 2019
Submit final abstracts and speaker bios (with digital photo)	Friday, January 18, 2019
Submit draft presentations	Friday, February 15, 2019
Submit final presentations	Friday, March 8, 2019
SPAC Conference	Wed., March 20-Thurs., March 21, 2019