

THE PROPOSAL DEBRIEF*

Message from the President

* very, very brief



As I sit here and reflect on the year and what inspirational message I can write to leave with you, one word keeps resonating inside me like a bright LED tree light – GIVING!

That's what we do as APMP members, we give. Volunteers serve on the chapter boards and presenters donate their time by giving back their seasoned knowledge and industry experience to help us grow in our own spirit and commitment. Then as receivers of this gift, we act as good stewards and share that within our own proposal teams, building a better foundation to always improve our people, process, and profit.

It's a wonderful life to have a proposal management career and belong to an organization [APMP] that keeps on giving...giving value back to each of its members through the gifts of learning, networking, and growing... And just like any gift, we like the element of surprise and think, "What topic will be presented next?", or "What can I take back to my team?"

May you all be blessed this season with gifts and surprises. I wish all of you a Merry Christmas and Happy New Year!

In This Issue:

- 1 Seasons Greetings!**
A message from Chapter Chair Bette Sturino
- 2 Finding Balance in an Unbalanced World**
Time management tips from Bruce Farrell
- 4 GMC Meet & Greet!**
January 17 in Milwaukee. Be there!
- 5 Welcome New GMC Members!**
- 6 The Back Page:**
GMC Social Media Stats /
Contacting the Board / Calling on
Contributors / GMC Webinars

"Providing Professional Development to Proposal Professionals in the Midwest Region."

Quarter 4, 2018

A big thanks!

To Matt Beardmore for serving as Publications Chair this year! I stepped in to publish this (very brief, just under the wire) Quarter 4 newsletter – made possible by the work he put into this template. Thanks Matt!

--Bruce Farrell

Finding Balance in an Unbalanced World

Time management tips

At our Regional Symposium in September, I had the opportunity to speak about work/life balance. If you weren't there (and WHY weren't you there?!?), here are my tips. Know that they aren't all my own. Before my presentation, I did a lot of research and found out what other smart people were saying about the topic. Here is what they said.

1. Find Balance for You

Each of us has a different idea of what balance means. What works for me may not work for you and vice-versa. How much free time constitutes the correct balance for you? What kind of activities (or rest) will enhance your free time? Define it for a way that makes sense for you.

2. Unplug

This one isn't hard to figure out. In the age of the mobile phone, it can be hard to entirely unplug from work. But make the effort. Why? Because it's hard to enjoy your time away from work if you're never fully away from work. So turn off your phone. Shut the laptop. Go do something already!

3. Set Boundaries

Be clear and concise about what you will and won't (or can't) do. When you are available to work and when you are not available for work. And also be clear about how those boundaries are. For example, my team knows I am not a morning person and if they schedule a 7:00 a.m. meeting, they can be sure I won't attend. But they also know that if it's important and the only time everyone else can meet, then I will make it (though I won't be fully lucid).

4. Find a Hobby

Nature abhors a vacuum. If you don't fill your spare time with something you really enjoy, it becomes easy for work to creep into that time. If you have a hobby you are passionate about, you will schedule time for it and guard that time jealously. So take up photography! Learn to play the piano! Do something you love!

5. Take Time Management Seriously

I suspect every person reading this has heard various time management tips over the years. They aren't hard to find or understand. But knowing about time management and seriously committing to working efficiently are two different things. People who manage their time well get more done in less time – potentially leaving more space for your hobby. So take it seriously.





6. Get Moving

Getting your body moving is just great advice all around, right? If you can find an exercise routine, it becomes a set time away from work you will guard (see #4 above). But even getting up from your desk regularly will not only burn several calories, it will provide an opportunity for you to reset and recharge your mind a bit. And a clear mind is an effective mind.

7. Take Your Vacation Time

Those vacation days are yours to take. Take them! If you can, take a vacation. Take in the sun on a beach. Climb a mountain. Explore a new city. If a vacation isn't in the cards, go to your local zoo or a museum. Or stay home and work on that hobby you just took up (at the suggestion of some wise... oh so wise... person).

8. Teamwork

For those of you who are members of a team, find ways to share work and responsibilities in a way that allows each of you to find work balance. Find ways to manage your collective time and tasks more efficiently. Share the load. Involve everyone and make sure each person understands the goal.

9. Learn to Say NO!

I'm not suggesting you jeopardize your employment, but learning when and how to say no is a valuable skill. Because people will continue to push work on you if you don't say no when it reaches a tipping point. I rarely just say no, rather I'll talk with my boss when my available work time is already spoken for. "So, if I do this task, something else won't get done. Which should take priority?"

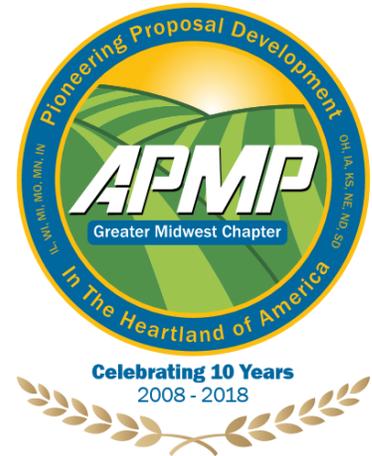
None of the above will do you any good if you don't take action. Nobody is going to bestow you with work/life balance. That is entirely on you. Take it seriously.

Bruce Farrell
APMP Board Member

GMC Meet & Greet!

Kick off the year right with a MILWAUKEE Proposal Resolutions Gathering!

Thursday, January 17, 2019 at 5:30 p.m. CST
Crowne Plaza Milwaukee West
10499 W. Innovation Drive
Wauwatosa, WI 53226
(on-site parking available)



Share ideas and learn tips/tricks for creating and sticking to a plan. Get inspired! Inspire others! Define your New Year's Resolution!

This year I resolve to _____.

Enjoy conversation and drinks with complimentary appetizers.

If you are in the Milwaukee area, whether living or just visiting, don't miss this opportunity!

RSVP by January 15, 2019 to GMC member Heather Finch at heather_finch@glic.com.



* not a photograph of Wauwatosa

Welcome New GMC Members!



589
chapter
members

- Eileen Fisher
- Jamie Wilson
- Adam Sadler
- Samantha Battle
- Rebecca Casarez
- Madeleine Redman
- Lisa House
- Jessica Morrison Shadrick
- Donovan Brantley
- Christine Zmuda
- Bryan McGuire
- Colin Hanson
- Carolyn Moore
- Allie Waters
- Joan Pavlick
- Lisa Gudmunsen
- Michael Wallace
- Taylor Carter
- Angela Norris
- Brandy Feldman
- Edward Hughes
- Sheri Lytle
- Sharon Hoehn
- Susan Hannigan
- Jeff McKinney
- Eric Moore
- Amanda Wessell
- Brooke Robel
- Carol Bird
- Sheryl Lange

Corporate Memberships

Corporate membership provides a number of benefits. For more information on how a corporate membership may benefit your proposal team, please contact [Jen Roemer, Membership Chair](#).

GMC Social Media Stats

- **Facebook Likes:**
160

[Follow us](#) on Facebook!



- **Twitter Followers:**
108

[Follow us](#) on Twitter!



- **LinkedIn Members:**
447

[Connect](#) on LinkedIn!



Write for *The Proposal Debrief!*

The GMC is looking for contributors for upcoming issues of *The Proposal Debrief*. In addition to providing informative and relevant content to our members, you can receive three (3) Continuing Education Units (CEUs) for every article you contribute **AND** a \$10 Starbucks or Amazon gift card.

Interested? If so, please send your idea(s) to [Corrine Jorgenson](#).

Contact the GMC Board

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[Email Hayley](#)

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[Email Stacey](#)

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Silke Cole, CF APMP
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