



SAN DIEGO

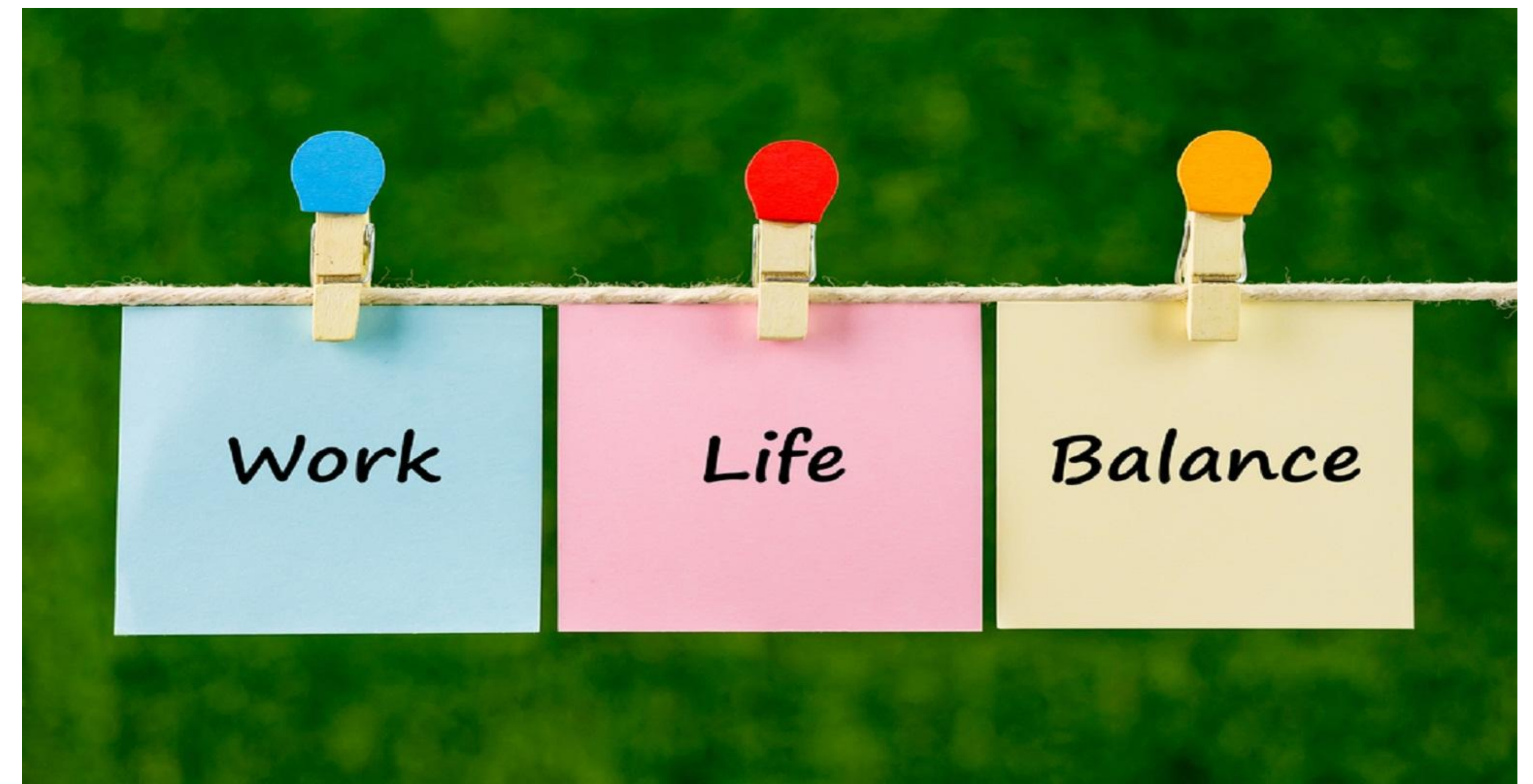
APMP BID & PROPOSAL CON



Proposal Pressure Hacks

Panelists: Bruce Farrell – *Proposal Team Manager, Plante Moran IT Consulting Group*
Christina Wooldridge, MBA, CP APMP – *Manager of Business Planning and Proposals, Louis Berger*
Yasaman Sadeghipour – *Senior Marketing Coordinator, CHIEF*

Moderator: Bette Sturino, CP APMP – *Senior Proposal Manager, BMO Financial Group*



Work

Life

Balance



TOP 10 Tips

- 10) Set SMART goals & prioritize
- 9) Have a structure in place
- 8) Practice good time management
- 7) Get the training you need
- 6) Take holidays & long weekends
- 5) Reward yourself
- 4) Stay healthy
- 3) Be PEP – positive, enthusiastic & passionate
- 2) Love your job!
- 1) Love your life!

Bruce Farrell

*Proposal Team Manager, Plante Moran IT
Consulting Group*



bruce.farrell@plantemoran.com

Christina Wooldridge, MBA, CP APMP

*Manager of Business Planning and Proposals,
Louis Berger*



cwooldridge@louisberger.com

Yasaman Sadeghipour

Senior Marketing Coordinator, CHIEF



yasaman.sadeghipour@agencychief.com

