

# APMP Announces Two New Membership Categories

The Retiree Membership and the Student Membership

**B**eginning in the fall of 2009, the Association of Proposal Management Professionals (APMP®) has two new membership categories. They are a Retiree Membership, and a full-time Student Memberships. Both memberships come with the full benefits of being an APMP member. Both memberships are \$75.00 (USD) per year, which is a discount from a normal annual membership.

## **The Retiree Membership**

More and more people are retiring from full-time employment, both from the government sector and the commercial sector. Many of these individuals have a desire to continue to work. They can offer experience and knowledge that adds value to many business development operations. Often they have contacts, program knowledge, or engineering expertise that younger personnel can't offer.

Many retirees want to continue their APMP association and the retiree membership offers them a perfect solution.



*continued on next page*

## Two New Categories (Continued)

They can keep current on business development trends by staying active in local chapter activities and follow news in the *Journal* and the *Perspective*. The networking opportunities that APMP offers both locally and internationally benefit the retiree with contacts in all areas of business development across the globe.

### The Student Membership

Individuals who are attending college full-time qualify for the student membership in APMP. By joining APMP at this stage in their



career, often the student can jump start their understanding of business development and come in contact with professionals who someday may be in a position to offer them a job. Additionally, they gain invaluable experience in learning about proposals and responding to them.

Members of APMP are discovering that colleges and universities are expanding their core business school curriculum and are offering more mandatory courses in business development. Additionally, these same schools recognize that a proposal is a critical instrument to convey an offer to a prospective buyer. They also acknowledge that in a government arena, proposals are the primary tools used to seek new products and services. Knowledge of proposal management is finding its way into more and more business classes.

As students enroll in these classes, they learn that APMP can offer additional expertise in these areas. By becoming a student member in APMP, they now have access to additional tools through the Body of Knowledge and, in some instances, are being mentored by experienced business development professionals. They bring this additional expertise back to their study groups or in their papers and

further the knowledge of their classmates. APMP is finding a very significant market for students who are looking for a competitive edge entering the marketplace upon graduation. Often the contacts, the networking opportunities, and a better understanding of the proposal profession give them the extra advantage they need over fellow classmates to get that first job.

### Benefits to all members

All three categories of APMP membership; a normal member, a retiree, or a student member; receive the following benefits:

- Chapter Affiliation
- Accreditation Program
- Body of Knowledge
- Education Initiatives
- APMP Task Force
- Online Forums
- Job Bank
- APMP Professional *Journal* and APMP *Perspective*
- Annual International Conference and Chapter Sponsored Fall Symposia
- International Business Development Council
- APMP Website.

As APMP continues to grow, look around you and reach out to students and to those recently retired. These individuals can add to the vibrancy of our organization. Our retirees can continue the legacy of business development and offer unparalleled experience. Our students bring the latest trends from academia and unlimited enthusiasm to conquer the world!

Make it a point to reach out to these individuals, and add them to your APMP chapter roster.