

Message from the CEO/COO

Mary Mills and Kelli Stephenson

Around the corner is the 2004 Annual APMP Conference! There is so much planned for you. Keynote speakers, awesome presentations, case study analysis, networking opportunities, awards, and so much more. In addition, you'll have an opportunity to participate in the upcoming salary survey through a conveniently available kiosk in the registration area. If you want to grow in your profession and be a beacon of light for your company, then don't miss this opportunity.

Our primary focus continues to be the needs of our members. It's not enough for us to provide you with opportunities to network and share ideas. While those activities are valuable, APMP also has a responsibility to keep our organization at the forefront of technological and methodological advances. This is being achieved in part through the following ongoing initiatives:

- The BD-CMM was officially launched in February in Salt

Lake City, and APMP will continue to support the model through elected APMP Board Members joining the Business Development Institute's (BDI) Board of Directors.

- Our work with Microsoft® and other proposal software tool providers is taking us closer to the development of PXML, creating a standard for collaboration between applications.
- Implementation of a Capture Team Professional certification program in the UK is providing us with best practices applications supporting certification initiatives in other countries, including the U.S.

APMP continues to gain momentum with the development of new chapters both in the U.S. and Internationally. Leaders of the APMP chapters, along with the APMP Board of Directors, are always looking for members interested in becoming future leaders of our organi-

zation. If you would like to talk to us about those opportunities, we encourage you to talk to us at the Annual Conference or send us an e-mail via the APMP website. Innovative ideas, fresh eyes, and the courage to get involved, are the qualities we always welcome from members considering taking on these active roles.

For those of you who are not able to make it to the conference this year, there is always next year in Arizona. For those of you who can make it this year, we look forward to talking and meeting as many of you as possible.

In closing, I would like to quote Kirste Ross, APMP's Past CEO and next year's Annual Conference Chair, "Don't get left behind. Be part of this future....the future is you!"

Have a good summer everyone and we hope to see you in June!

Mary & Kelli