

## **Association of Proposal Management Professionals (APMP)® Fellows Criteria**

1. Introduction. The APMP Fellows award is designed to provide recognition for those individuals who have made significant contributions to the new business acquisition profession. The award is open to all members of APMP who have belonged to the association for 5 or more years. Members will be inducted into the program by year class at the Annual Conference. The expectation is there could be up to 10 Fellows inducted each year. There also could be none.
2. Nomination. To be considered for an APMP Fellows award, an individual must be nominated or must be a William C. McRae Founder's Award recipient. Nominations can come from any APMP member and must be submitted on the APMP Fellows nomination form by April 10 for consideration in the current year. Nominations are forwarded to the Fellows Chair of APMP. William C. McRae Founder's Award recipients are automatically enrolled as APMP Fellows. Self-nominations are not allowed.
3. Award. The APMP Board of Directors approves awards. Recommendations for approval are forwarded to the Board by the Fellows Committee, consisting of the Fellows Chair and at least two other active Fellows. The award consists of a plaque designating the individual as an APMP Fellow. APMP Fellows are also listed in each APMP Journal.
4. Criteria for Consideration: The basic criteria for award consideration are
  - a. Must have been an APMP member for 5 years
  - b. Must have demonstrated extraordinary contributions to the profession of new business acquisition management. Such demonstration can be through contributions to the new business acquisition success of the individual's company; success through consulting practices enhancing client new business acquisition performance; success through contributions to APMP as a regular contributor to the Journal, Perspective, APMP Strategic Initiatives or presenter at APMP conferences. Any activity that demonstrates the individual is a leader in the profession of new business acquisition and an active participant in the professional development of APMP and its members. Additionally Board of Directors and Chapter involvement can qualify individuals for recognition.
  - c. Must be recognized as upholding the principles and ethical standards of APMP.
5. Duties of the Fellows: Fellows are expected to maintain their contributions by providing services commensurate with their honor. These are voluntary in nature and generally consist of opportunities to introduce guest speakers at conferences and serving as hosts and points of contact for keynote speakers at conferences. Similarly, a select group of Fellows with a special interest might be asked to serve as advisors

for one of the strategic initiatives or to contribute an article on a favorite topic. These opportunities enable Fellows to maintain a high profile within APMP, which serves as an example and encouragement to others to aspire to this important professional recognition. Fellows may be called upon to participate in using their knowledge to help develop and implement a knowledge base for general use by the APMP membership. They can be called upon to serve at the discretion of the CEO or Board on special projects of significance to the organization.

6. Nominations should be sent to [dbol@CIBER.com](mailto:dbol@CIBER.com) on the Nomination Form provided.