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Session 5: Shipley Associates - 7 Pillars of Effective ...
Using Model Documents Shipley Associates Capture Guide ... Proposal Guide as closely as possible. Some documents illustrate potential formats; others were altered to disguise the original seller or customer. Some have been shortened or displayed in a reduced, thumbnail form to make this Capture Guide more compact.

Model Documents Table of Contents - Shipley Associates
Shipley recommends sharing the proposal (and brief) with a group of people made up of some of the people who made up your 'pink team' and reviewed your win strategy, and people who have not been involved in the process yet but who have relevant experience or insight and can provide a fresh pair of eyes. This is your 'red team'.

A Guide to Winning Proposal Methodologies - Bid Solutions
Courses – Shipley Associates Mr. Newman authored the Shipley Associates Proposal Guide. In its 4th edition, published in 2011, this award-winning 266-page reference guide presents clear, concise guidelines on 62 business development topics and includes 17 model documents. Shipley Proposal Guide, 4th Ed.: Newman, Larry, PPF. APMP ...
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Shipley Associates offers a comprehensive curriculum of public workshops that provides your proposal teams with the skills, tools, and hands-on training needed to improve your win rate.

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Meeting Date: September 10, 2008 Meeting Minutes Compiled ...
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