



# From Win Strategy to Proposal

## Tips for transitioning your win strategy into a proposal

**DATE:** Thursday, January 16, 2020  
**TIME:** 11:00 am to 2:00 pm  
**WHERE:** Oak Ridge Chamber of Commerce  
**COST:** Free (lunch will be provided)  
**SPEAKER:** **KIRSTE WEBB, CF APMP FELLOW**

### Topics covered will include:

- Critical components of a capture plan
- Developing a win strategy
- Developing the proposal outline
- Developing the first draft
- Review & production



**REGISTER HERE**

**Registration is required!** Please call (865) 483-2668 to register for this seminar.



**TENNESSEE SMALL BUSINESS DEVELOPMENT CENTER**

**at ROANE STATE COMMUNITY COLLEGE**

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