



“Not enough time to respond”

“No respect for deadlines”

“ Limited resources”



Not enough time?

- Thorough planning in advance
- Don't rush to kick-off
- Take priorities and constraints into account



No respect for deadlines?

- Set ground rules early
- Establish a deadline window
- Work with team members to commit
- Conduct daily status meetings
- Schedule 'time-outs'



Limited resources? (example)

- 50 page target (1 writer)
- All new narrative
(industry average = 5 pages/day)
- 10 days to complete...
...but deadline is in 5 days



Limited resources?

1. Provide decision makers with options and resource alternatives
2. Highlight issues, risks, and trade-offs
3. Must win...or make do?



Time is on your side...yes it is

Start now

Take the first steps

Work at it

Follow-up



Stop Wasting Time on proposals!

(rainmakerz.biz-> “time”)

APMP-NCA PROPTalk

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January 20, 2016

