



Government Proposals: Cutting Through the Chaos

Rebecca L. Shannon

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A User-Friendly Guide to Stress-Free Government Proposal Writing! If your company competes for government contracts, you know that the proposal process can be disorganized, stressful, and costly in terms of time, resources, and people. But *Government Proposals* outlines a method for positive, effective, and stress-free proposal development. With it, you'll learn how to: Take control of the proposal process, from receiving the RFP to amendments and changes Determine your role in the process - and the roles of all other personnel involved Isolate the places where your process isn't working - and get it back on track Assess the corporate factors that determine process stability Educate management on the need for changes in the proposal process Plan for production of the printed piece from the start Produce a winning proposal without burning out personnel Ready-to-use checklists help you keep on top of all parts of the proposal process: Planning and holding a pre-proposal meeting Outlining the proposal Creating support material Creating a configuration control system Supporting the proposal team Planning and holding the kickoff meeting Developing storyboards Planning and holding proposal reviews Producing the proposal

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