



****FOR IMMEDIATE RELEASE****

Rainmakerz Consulting Delivers “One of the best” at APMP

Phoenix, AZ, June 12, 2009 – Rainmakerz Consulting made a splash at this year’s Association of Proposal Management Professionals (APMP) international conference this week with a creative and informative time management presentation, “Stop Wasting Precious Proposal Time!” The topic drew a better than expected Friday morning crowd of close to 60 participants and scored “Excellent” (2.85 out of 3.0). The presentation is on the home page of Rainmakerz Consulting website (www.rainmakerz.biz) in the “What’s News?” highlight box.

Chris Simmons, Principal, Rainmakerz Consulting delivered the presentation that was developed explicitly for this event. Participants entered a virtual time machine to visualize a time and place when time stood still and they had all the time in the world. While listening to the 1964 Rolling Stones hit, “Time is On Your Side”, Chris took the audience back in time using visualization techniques while simultaneously managing a costume change reminiscent of his 1982 stowaway cruise on the Canberra from San Francisco to Honolulu. Participants went back to various places in time including their early childhood, high school, and college summers on Cape Cod, to name a few.

The presentation included seven high-level time management recommendations with practical tips for each. Robert Goransson, Ericsson said, “This is one of the best APMP presentations I have attended this year with great references to the human aspect of time management.” Diane Dickson, Partner Liaison, CapturePlanning.com added, “You spoke from your personal experiences and were so thorough and well prepared – there’s not enough room on this card to say how impressed I felt about this presentation.”

Other comments on content and delivery from presentation evaluations included:

Content. “Clarity of message, simple, practical, powerful, and useful”; “Excellent collection of tips and good advice”; “Good tips I could apply right away”; “Basis in common sense – easily applied”; “Excellent insight in each area”; “It was focused on reality; I can use the tools right away”; “Great analogies to proposal work”; “Well organized and structured presentation”; “Lots of good tips and techniques”; “Very useful and practical.”



Delivery. “Lots of enthusiasm and knowledge”; “Good energy level, excellent collection of tips and good advice”; “Riveting manner and spirited style”; “Engaging”; “Creative mantra”; “Very dynamic”; “Good information in an engaging manner, also liked your personal stories”; “Energetic and sincere”; “Novelty”; “Fun”; “Good use of quotes”; “Rolling Stones reference is cute and fun”; “Good balance of advice and informal presentation approach”; “Very realistic scenarios”; “Simple and to the point”; “Subject was very interesting – the pace was good”; “Presentation graphics – clear”; “Excellent slides.”

Caitlin Kearns, Win Center Proposal Manager, Capgemini Government Solutions, summed it up by saying, “I loved the presentation -- it was thoughtful, well-organized, actionable, and one of the most compelling I attended.”

Chris Simmons, Principal, Rainmakerz Consulting said, “Presenting during the last scheduled elective sessions has its challenges – especially when you’re competing with airline schedules and other high-interest topics like the 2008 Salary Survey and Chapter Chair Meetings. I was generally pleased with the turnout and happy that I could contribute to the APMP body of knowledge in a small way. When Mike Parkinson, Principal, 24 Hour Company, comments favorably on the quality of the presentation and graphics, you know you did well.”

About Rainmakerz Consulting

Rainmakerz Consulting is a business development solutions company specializing in proposal management, writing, and review. For more information contact:

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