



Lohfeld Consulting Group Insights Capture & Proposal Insights & Tips (Volume 1)

Beth Wingate, Brenda Crist, Lisa Pafe, Brooke Crouter

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Lohfeld Consulting Group's experts share their proposal development and capture management-related tips, hints, and tricks—along with thoughts on best practices in proposal development. Topics include: -Lohfeld Team's favorite business, proposal, and design books -4 Major elements of qualified business opportunities -Top 5 reasons to gather info about business opportunities—and what to gather -Top 10 reasons to vote your color team reviewers off the island -Back to basics—spring cleaning -7 Reasons to meet the client before RFP release -6 Early-stage proposal products to identify and develop -10 Ways to mitigate proposal solution development risks -12 Required kick-off meeting elements -10 Topics to include in your kick-off meeting agenda -Insights on low price, technically acceptable (LPTA) procurements -10 Ways to mitigate pursuit phase risks -4 Variables to consider while preparing orals presentations -10 Ways to mitigate competitive analysis risks -9 Key factors for winning proposals -12 Ways to mitigate proposal kick-off planning risks -7 Reasons to develop a compliance matrix -8 Ways to mitigate proposal post-production and lessons- learned risks -2-Step process for finalizing your proposal solution -10 Ways to mitigate proposal production and delivery review risks -Proposal graphics must appeal to 3 types of client evaluations -7 Ways to mitigate proposal business case review risks -6 Rules for proposal graphics -11 Ways to mitigate final proposal document review risks -5 Essential elements for proposal writing plans -12 Ways to mitigate proposal strategy review risks -8 Required elements of a solid proposal production plan -4 Reasons to create a master document for every proposal volume -38 must-have templates and boilerplate repository artifacts -12 important tips for developing proposal schedules -13 must-have data elements for proposal resume templates -30 Must-have data elements for proposal past performance templates -Don't make these mistakes—12 vital proposal lessons -Don't make these mistakes— 7 proposal staffing lessons learned -Capture proposal lessons learned—and then live them! -Don't make these mistakes—12 past performance lessons learned -More top proposal books for proposal writers -7 problems with proposal teams...and 5 strategies for high performance -Strategies and tactics to bring your team to a win

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