

Wednesday 21st October – Speaker Schedule Day One*

*Subject to change

Time	Main Stage: Discovery 1 & 2	Endeavour	Atlantis	Discovery 1
08:00 onwards	Delegate Registration			
08:45 – 09:00		First Time Delegates' Welcome		
09:00 – 09:15	Delegate Energiser Pete Morris, Conference MC			
09:15 – 09:30	Introduction & Welcome Richard Bannon, APMP UK CEO			
09:30 – 11:00	<u>Keynote Speaker</u> <u>AP "Tony" McCoy OBE</u>			
11:00 – 11:30	Networking & refreshments in exhibitor hall			
11:30 – 12:45	<u>Alex King</u> <i>Competitive intelligence: signals and noise</i>	<u>Steven Coles & Darrell Woodward</u> <i>How to automate proposals and influence people</i>	<u>Andy Hammond</u> <i>Marginal gains, big wins</i>	<u>Peter McPartland</u> <i>Challenge, energise & inspire</i>
12:45 – 14:00	Networking & lunch			
14:00 – 15:15	<u>David Gollancz</u> <i>What you need to know about public procurement law</i>	<u>Paul Willmott</u> <i>Bidding: meat in the project sandwich</i>	<u>Mark Relf</u> <i>Visioneering to win</i>	<u>Lianne Gray</u> <i>Bidding in the real world</i>
15:15 – 15:45	Networking & refreshments in exhibitor hall			
15:45 – 17:00	<u>Harriet Heneghan</u> <i>The psychology of selling</i>	<u>Chris Blackburn</u> <i>23 ways to use social media in bids</i>	<u>Rita Mascia</u> <i>Becoming an APMP Practitioner within seven days</i>	<u>Fela Hughes</u> Thank you for your input – honestly!
17:00 – 17:15	Association Update APMP International Nic Adams & Christina Lewellen			
17:15 – 17:30	APMP Apprenticeships <u>Amanda Nuttall</u>			
17:30 – 17:40	Wrap up and close			
19:00 – 19:30	Pre dinner drinks in exhibitor hall			
19:30 – 24:00	<u>Black Tie Award Dinner</u>			