

Every Bid has a Story

PRESENTED BY SARAH MARKEY-HAMM



Bidding - Tips and Tricks

The background features a collage of several globes and compasses. The word 'INVESTMENT' is written in large, semi-transparent blue letters across the center. The globes show different parts of the world, and the compasses have various scales and colors. The overall color palette is warm, with yellows, oranges, and greens.

Finding the right match for your team!

What to bid on?

The process - Getting started





1. Timeline
2. Team
3. Tasks

```
graph LR; Research --> Planning; Planning --> Preparation; Preparation --> Presentation; subgraph Duration [6 to 18 months or even longer...]; Research; Planning; Preparation; end
```

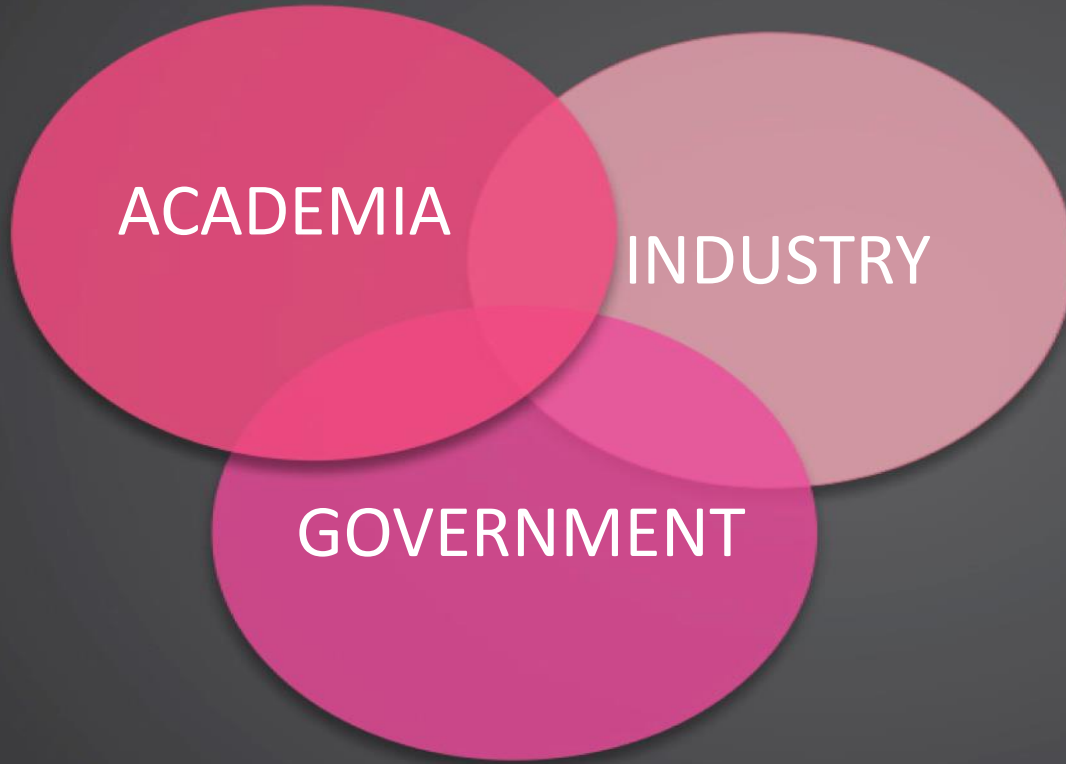
Research

Planning

Preparation

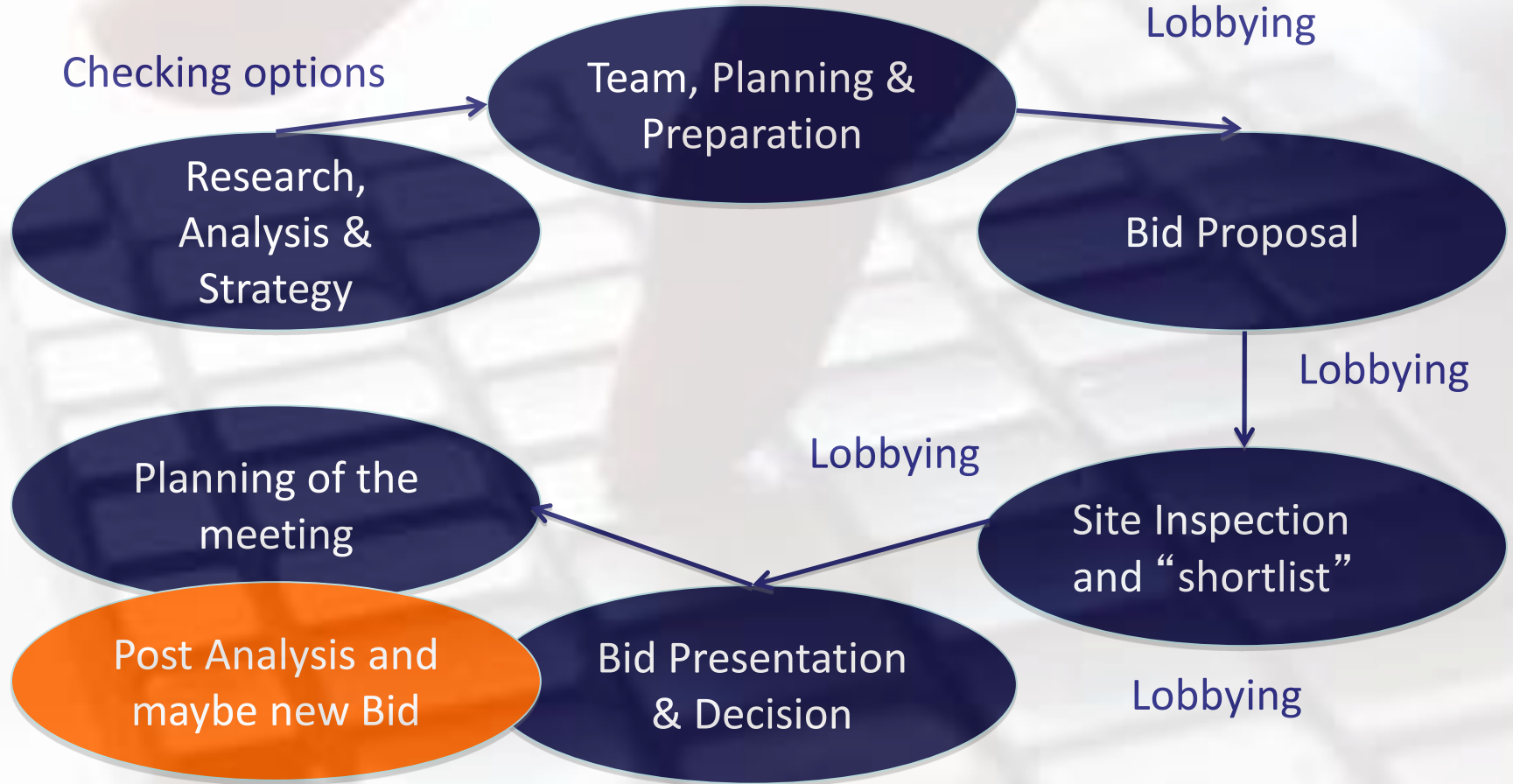
6 to 18 months or even longer...

Presentation



Applying
Knowledge
Resources
in the
Destination

Tasks in Time



Bennett Chattanooga Times Free Press



The difference between winning & losing

