

## From the corner of the outgoing Chair

By Marlize Schwar



*"If you can see it and you believe it, you can achieve it"*

Dear APMP Members

Reflecting on the past two years as chair, I have so many emotions going through me now. We had committee members giving their hearts and souls for APMP the past two years.

I have been on the committee for the past 730 days, or four years. During that time, a day wouldn't go by where I didn't work on something to do with APMP. At least you will still see me around in the background as a director going forward.

I am proud to be associated with APMP. Over the past two years we have doubled the events offered to our members in South Africa. Our membership has grown 46% over two years from 139 to 203. Breaking the 200-barrier seemed impossible at the beginning of 2018. It shows you when you can see it and believe it, and you can achieve it.

As an organisation, we created awareness in the industry about who we are and what we do. We also had Sandy Pullinger receive her Fellow APMP this year which makes the SA Chapter so proud.

I always say it feels like you bake a cake when you get involved in a tender. Our 2018 conference theme (Proposal Masters) springs to mind. This year's conference theme, "Crossing Borders" using the SA survivor theme related so well with the audience. After all we feel like a real-life survivor in most of the time. You must play the strategic game well with all stakeholders, it is a scarcity to feed yourself with inputs required for a tender, and we will not even mention the tiredness we experience in a bid process.

I have full confidence in the new committee who will continue to build a strong foundation. You can take APMP to the next level in 2020.

I wish you all the best and remember to never give up.

