

SECOND EDITION

# Handbook *for* Writing Proposals



- ✓ **IMPROVE** every aspect of your proposal-writing skills
- ✓ **BUILD** relationships that bring you repeat business
- ✓ **ENSURE** protection of your intellectual property
- ✓ **AVOID** the mistakes that sink most proposals

**TIMESAVING  
DOWNLOADABLE  
FORMS  
MAKE WRITING  
FAST AND EASY**

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