

# Once Upon [an RFP]

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Monthly Newsletter, Volume 1, November 2019

Dear Friends,

Can you believe that it's already November? It seems like the years fly by faster and faster.

Here in the Chicago area the days are cool, the leaves have fallen from the trees, and we are preparing for our Thanksgiving in the United States. The first holiday of the season here.

We have so many expectations as the holidays and end of the year approach. And we begin to plan, or at least think about planning, for the new year.

Thanksgiving is such a lovely holiday. Families come together to enjoy a wonderful meal, appreciating one another and our blessings.

But it can also be stressful, if you think of the work to be done for the December and New Year holidays. And many businesses are in the final push to make fiscal goals set for the year.

If you are facing challenges responding to RFPs, and balancing team members' holiday time off, please reach out. We'd love to explore with you how we can support you during the end of year push.

It is with gratitude that I write this newsletter. All of us at Once Upon an RFP appreciate you. Thank you for inviting us into your inbox and gifting us with your precious time.

I hope you liked last month's recommended reads. Below are links to few articles related to proposals, business and gratitude, as well as a book that we've read and loved. We hope you enjoy them.

Wishing you a wonderful November.

Kind regards,



Caryn Kent Dean  
Founder, Once Upon an RFP

P.S. Interested in learning how we can support your business with proposals or RFP responses? Please reach out. We offer a free 30 minute consultation that you can request by emailing [info@onceuponanrfp.com](mailto:info@onceuponanrfp.com), calling 312.883-3007 or online at <https://www.onceuponanrfp.com/contact-us>.

## GOOD READS

### PROPOSALS

Check out our new series created to help us all understand what in the world are RFPs?

[RFPs 101, Lesson 1: What is an RFP?](#)

by Caryn Kent Dean, CP APMP, October 17, 2019, [Once Upon an RFP](#)

[Raise your hand if you want to be a Proposal Writer!](#)

by Caryn Kent Dean, CP APMP, October 17, 2019, [Once Upon an RFP](#)

[Thank-You's and White Space: A cover letter is an extraordinary opportunity for influence — make sure yours gets read](#)

by Laura Yribia, September 30, 2019, [Winning the Business by APMP](#)

*BUSINESS & BALANCE*

[Four Steps to Help You Ask for the Help You've Been Putting Off](#)

By Sylvia DeMott, June 13, 2019, <https://sylviademott.com/>

*BOOK*

[Made to Stick](#)

by Chip Heath and Dan Heath, © 2007, Random House