



R.F.P. Request For Personality: Win People, Win Projects

John D. Burke P.E.

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Anyone who's asked "Why didn't we win that project" needs to read this book! John does a wonderful job illustrating the key qualities that will give any company a competitive advantage to winning more proposals. – JOHN G. MILLER, BEST SELLING Author of QBQ!, R.F.P. - Request For Personality identifies the key elements that EVERY proposal should include if you want to win more projects. This book is written from the clients perspective. With nearly twenty years of experience working in both the public and private sector and personally managing over one hundred million dollars worth of projects, the author brings real life and tangible ideas to reality. Apply the principles shared in this book and you will see your success rate of winning projects and getting called back for future projects increase significantly.

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