CONTINUING EDUCATION POINTS TRACKER

CFRE International has developed this form as a way for you to quickly track (and keep in your files!) the continuing education sessions you have attended. Simply check the boxes next to the sessions you attended. At the end of the conference, add up the total number of hours. Keep this sheet and you will be ready to complete your application form. All of the session slots listed are eligible for continuing education points on your CFRE application for initial certification and/or recertification. Sessions not listed here are not eligible for points.

Activity Organizer: - **Apra**
Title of Activity: - **Prospect Development: The Virtual Experience**
Names of Presenter(s):   - **Various**
Dates and Location: - **24-27 August, 2020**

Date: 24 August, 2020
Session 1: 11:00 am– 12:00 pm (1 pts)
☐ - Keynote Presentation: Ask for Success: How Questions Can Inspire Confidence, Mission, and Creativity at Your Organization

Date: 24 August, 2020
Session 2: 12:15 pm – 1:00 pm (0.75 pts)
☐ - How to Leverage Annual Goals Setting for High-Impact Campaign Engagement
☐ - Prioritizing Corporate Prospects: Case Study
☐ - Fully Realized: Using the Database to Manage Fundraisers & Fundraising Priorities
☐ - Creating a Prospect Development Road Map

Date: 24 August, 2020
Session 3: 1:45 pm – 2:30 pm (0.75 pts)
☐ - Designing Discovery: How Kansas State Creates Engagement to Send Qualified Leads to Gift Officers
☐ - Needles in the Haystack: How to Sort through Piles of Data to Find Your Best Prospects
☐ - Hacking Excel for Reporting and Predicting Fundraiser Performance
☐ - Let the Bird Fly: Working Remotely in a Caged Environment

Date: 24 August, 2020
Session 4: 2:45 pm – 3:30 pm (0.75 pts)
☐ - AI and Big Data: Leveraging Generosity In The Post-Modern Age
☐ - Grateful Patient Screening in Indiana
☐ - University Health Foundation's Inaugural Year
☐ - Rethinking Relationship Management Guidelines in an Age of Data Privacy Elevating Your Prospect Development Team Profile

Date: 25 August, 2020
Session 1: 11:00 am – 12:00 pm (1 pts)
☐ - The Next Decade of Philanthropy: Your Opportunity

Date: 25 August, 2020
Session 2: 12:15 pm – 1:00 pm (0.75 pts)
☐ - A Fundraising SQL Cookbook
☐ - DIY D&I: Diversifying Your Board, Your Constituent Base, and Your Research Office
☐ - The Office Meets Prospect Development: How PAM and DWIGHT Are Changing Relationship Management
☐ - Not Just a Newsletter: How Communication Can Transform Your Prospect Management Program

Courses Marked **NFR** (Non Fundraising Related) may be counted towards the 10 point maximum of NFR Courses on the initial CFRE application and the 5 point maximum on the re-certification application.

Find more **CFRE approved** continuing education opportunities on **My Education Finder**:
http://www.cfre.org/continuing-education/my-education-finder/

Date: 25 August, 2020
Session 3: 2:45 pm – 3:30 pm (0.75 pts)
☐ - A to Z Campaign Prep
☐ - The School of RenTech: Lessons in Prospect Research from the World's Most Elusive Hedge Fund
☐ - Rome Wasn't Built in a Day-- Constructing a Prospect Management System for All
☐ - Developing an Amazing Team in Prospect Development

Date: 25 August, 2020
Session 4: 3:45 pm - 4:30 pm (0.75 pts)
☐ - A Social Network: A Pipeline for Future Campaigns
☐ - A New Hope?: Cryptocurrencies in Philanthropy
☐ - Prospect Management: Building & Evolving Advancement & Fundraiser Partnership in Post-Secondary
☐ - Building Relationships with Gift Officers: A Tactical Approach Through Fundraising Philosophy

Date: 26 August, 2020
Session 1: 11:00 am – 12:00 pm (1 pts)
☐ - Apra Talks: Information Overload: Navigating the Landscape of Tools and Technology

Date: 26 August, 2020
Session 2: 12:15 pm – 1:00 pm (0.75 pts)
☐ - Prospect Management in the Age of Analytics
☐ - Walking the Tightrope: Creating a Robust Due Diligence Program
☐ - The Rosetta Stone: Partnering with Frontline Leadership to Build a Relationship Management System from the Ground Up
☐ - Ask the Ethicist - LIVE!

Date: 26 August, 2020
Session 3: 1:45 pm – 2:30 pm (0.75 pts)
☐ - Empowered Gift Officers & Portfolios; From portfolio optimization to strategic partnership for success
☐ - The True Final Frontier: Corporate and Foundation Research and Relationship Management
☐ - Priming the Pipeline with Real Time, Actionable Prompts
☐ - Negotiating Research Requests: Finding a Common Ground for Common Good

Date: 26 August, 2020
Session 4: 2:45 pm – 3:30 pm (0.75 pts)
☐ - Answering the Hard Questions: Gift Acceptance and Due Diligence
☐ -Working Smarter with Excel
☐ -Adventures in Verification: A Story About Value, Varieties & Volume
☐ -Teaming Up to Pare Down: A Case Study in Portfolio Makeover at Wisconsin

Date: 27 August, 2020
Session 1: 12:15 pm – 1:00pm (0.75 pts)
☐ - Prospect Development Driving Campaigns: Are You Ready to Steer?
☐ - Prospect Management Using Microsoft's Power BI
☐ - Philanthropic LLCs: the future of giving
☐ - Measuring Yourself: Metrics for Prospect Research and Management

Date: 27 August, 2020
Session 2: 1:45 pm – 2:30 pm (0.75 pts)
☐ - Capacity Predictor: A Machine Learning Approach to Ratings
☐ - Prospect Pools: Diving Into the Deep End
☐ - A Series of Informative Events: Lessons from Running a Fundraiser Training Program
☐ - Prospect Development 2.0: A Guided Journey Toward Designing a Frontline-Centric PD Team

Total number of points attained:
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