



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:- 27-30 July, 2021

Date: 27 July, 2021

Session 1: 9:45 am– 11:00 am (1.25 pts)

- Keynote Presentation: Unstoppable Resilience: The Keys to Staying Strong During Any Crisis

Date: 27 July, 2021

Session 2: 11:30 am – 12:30 pm (1 pts)

- Leveraging Data to Improve Healthcare Fundraising Results
- The Metrics Gambit: Developing a Culture of Accountability During a Strategic Pivot
- News vs. Noise: Action-Oriented News Alerts
- Diving into the DEI-tabase: Partnering with Frontline to Build a More Inclusive Donor Base

Date: 27 July, 2021

Session 3: 1:00 pm – 2:00 pm (1 pts)

- Modernizing Moves Management with Data Visualization
- Get in the Driver's Seat: Defining and Promoting Your Role as a Leader in Prospect Development
- Diversity, Equity, and Inclusion for Prospect Researchers in Healthcare
- Don't Stop Achievin': A Goal Planning Journey

Date: 28 July, 2021

Session 1: 11:30 am – 12:45 pm (1.25 pts)

- Creating a Cultural Shift: 7 Steps to Elevating Prospect Research and Data-Driven Decisions to Achieve Fundraising Goals
- Leadership in Diversity, Equity, & Inclusion: My Experience as a Case Study
- A Survey of International Prospect Research Strategies and Context
- Beyond Portfolios and Prospect Research

Date: 28 July, 2021

Session 2: 2:30 pm – 3:30 pm (1 pts)

- Want to be a Director? - Going from Researcher to Development Director
- This is the Way: Developing a Proactive Prospecting Program
- Identifying Major Gift Prospects: Challenges and Innovations During COVID-19
- KonMari Your Portfolio: Teaching Gift Officers the Life Changing Magic of Objective Portfolio Management

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: 29 July, 2021

Session 1: 10:00 am – 11:00 am (1 pts)

- DON'T PANIC! A Panel Perspective on Adapting Advancement in COVID-19

Date: 29 July, 2021

Session 2: 11:30 am – 12:45 pm (1.25 pts)

- A Giving Pyramid Model: Wealth Screening to Strategy

- Chasing Alpha with SEC Data

- Portfolio Reveals

- The Fundraiser Scorecard: Simple, Effective Fundraising Metrics

Date: 29 July, 2021

Session 3: 2:30 pm – 3:30 pm (1 pts)

- I'll Be There for You: Campaign Planning Partnerships

- Use the Force! Insights, Intuition, and Trust

- Targeting Your Bullseyes: Inform Your Internal Prospecting Management System from the Ground Up

- From Identification to Portfolio Action: A Blueprint for Creating a Proactive Prospect Identification and Pipeline Management Program

Date: 30 July, 2021

Session 1: 10:30 am – 11:30 am (1 pts)

- Getting Everyone to Take an Interest in Interests

- Do It Yourself Relationship Mapping

- Positioned For Success: Taking the leap from Salaried to Self-Employed

- The Great Balancing Act: How to run a database screen when you're a shop of one

Date: 30 July, 2021

Session 2: 12:00 pm – 1:00 pm (1 pts)

- Starting from Scratch: Building Thirty Portfolios in Six Weeks

- Boost Annual Fund Effectiveness with Python's Data Science Ecosystem

- Designing a CFR Prospect Development Toolkit

- Meetings that Matter: Driving Fundraising Success through Deliberate Planning

Total number of points attained: _____

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