

Activity Organizer:

Names of Presenter(s):

Title of Activity:

CFRE International

Certifying fundraising executives Setting standards in philanthropy

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CONTINUING EDUCATION POINTS TRACKER

- [Apra]

- [Various]

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.

- [Prospect Development 2017]

Dates and Location: - [July 26 –	29, 2017, Anaheim, CA	
Date: Wednesday, July 26 – July 27, 2017		
- Data Analytics Symposium: 9 pts	- New Research Symposium: 11.5 pts	
Date: Wednesday, July 26, 2017 Pre Conference Workshop: 9:00 [am] – 12:00 [pm] (3 pts) [] - [Campaigns 101]	Date: Thursday, July 27, 2017 Session 2: 1:15 [pm] − 3:00 [pm] (1.75 pts) ☐ - [Of, By, and For the People] ☐ - [The Long & Winding Road]	
- [Wake Me Up Before You Go Go] - [Validating Wealth Screenings] - [GeoVisualization on the Cheap] - [Maximizing the Parent Pipeline]	- [Act Now: The Intentional Career Plan] - [In Search of "Good" Prospects] - [Portfolio Optimization]	
Date: Wednesday, July 26, 2017	<u>Date: Thursday, July 27, 2017</u> Session 3: 1:15 [pm] – 2:00 [pm] (1 pt)	
Pre Conference Workshop: 1:30[pm] – 4:30 [pm] (3 pts)	- [Stronger Together: Best Practices in Collaborating With Development Officers]	
☐ - [Campaigns: Down & Dirty] ☐ - [Who's the Boss?] ☐ - [I Think We're Alone Now]	☐ - [Back to the Future]☐ - [Beyond Fundraising]	
- [Think we le Alone Now] - [The Research Menu] - [Prospect Management Strategy Sessions]	<u>Date: Thursday, July 27, 2017</u> Session 4: 2:15 [pm] – 3:00 [pm] (1 pt)	
Date: Thursday, July 27, 2017	- [Dear Analyst]- [He's Just Not That In To You]	
Session 1: 10:30 [am] – 12:00 [pm] (1.5 pts) - [Organization Capacity Ratings]	[The History & Influence of Jewish American Philanthropy]	
 ☐ - [Anybody Want a Prospect?] ☐ - [Inconceivable! Or Maybe Not: Developing ☐ - [Heaven is a Place on Earth] ☐ - [Asia: A Continent in Perspective] 	Date: Friday, July 28, 2017 Session 1: 11:00 [am] – 12:30 [pm] (1.5 pts) ☐ - [Grateful Patient 2.0]	
- [There's No Map for That] - [From Discovery to Major Donor]	- [21Ways Excel will Make You Love Data Analytics]	
- [Wealth Screenings]	☐ - [Time Management]☐ - [Hollywood Confidential!]	

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.

Date: Friday, July 28, 2017	
Session 1: 11:00 [am] – 12:30 [pm] (1.5 pts)	Date: Friday, July 28, 2017
- [Relationship Management and Metrics]	Session 6: 3:45 [pm] – 4:30 [pm] (1 pt)
- [Using Unconventional Wealth Variables &	- [Seeing Into the Future]
Lifestyle Factors to Estimate Capacity]	
- [The E Word]	Date: Saturday, July 29, 2017
- [Reactive to Proactive: The Evolution of	Session 1: 8:30 [am] – 9:15 [am] (1 pt)
Successful Prospect Development Strategy]	- [Campaign Feasibility & Goal Setting]
Successful Prospect Development Strategy	- [A Spoonful of Data]
Data Eriday July 29 2017	= - •
<u>Date: Friday, July 28, 2017</u>	- [Parent Prospecting]
Session 2: 1:45 [pm] – 3:15 [pm] (1.5 pts)	- [Prop 13 & California Real Estate
Getting To Yes]	Revolution]
- [Feeding the Pipeline: Implementing a	[How to Win Development Officer Friends]
Proactive Referral Process]	
[The Secrets of the Pyramids: The Why,	
When, and How]	Date: Saturday, July 29, 2017
	Session 2: 8:30 [am] – 10:00 [am] (1.5 pts)
Date: Friday, July 28, 2017	[Sorcery to Science: From Sixth Sense to
Session 3: 1:45 [pm] – 2:30 [pm] (1 pt)	Data Driven Culture]
[Be the Data Leader Your Organization	[What's Your Style?]
Needs]	[You Spin Me Right Round]
[Using Data Analytics to Streamline Your	
Operation]	Date: Saturday, July 29, 2017
- [Privacy & Prospecting]	Session 3: 9:15 [am] – 10:15 [am] (1 pt)
- [Partners in Proactive Strategy]	[Developing & Using Alumni Engagement
- [Spinning Relationship Webs]	Metrics]
	[The Tide Is High]
Date: Friday, July 28, 2017	- [Wealth of the Future]
Session 4: 2:45 [pm] – 4:15 [pm] (1.5 pts)	- [One Step Beyond Pipeline Reporting]
- [From Question to Report]	- [Contact Reports]
- [Speed Dating for Prospect Development]	[Contact Reports]
[Speed Dating for Prospect Development]	
Date: Friday, July 28, 2017	Date: Saturday, July 29, 2017
Session 5: 2:45 [pm] – 3:30[pm] (1 pt)	Session 4: 10:15 [am] – 12:00 [pm] (1.75 pts)
- [Distilling Multiple Wealth Indicators Into	- [Setting Goals & Measuring the Health of a
Single Gift Capacity Estimates]	Portfolio During a Campaign]
- [Frontier or Failure?]	- [Grateful Patient Analytics]
- [Streamlined Contact Reports]	- [Natural Partners]
D (D) 1 20 204F	- [Building a Prospect Management
Date: Friday, July 28, 2017	Program]
Session 6: 3:45 [pm] – 4:30 [pm] (1 pt)	- [Using Business Intelligence Software]
[The Data is in the Details]	- [Strategic Partnerships with Gift Planning]
- [Best Practices for Onboarding]	[The Data Matters Edition]
- [Leading with your Strengths]	
[What to Do When You're Asked to Create	
a Campaign /Affinity Ratings]	
- [Scaling Up Interest-Based Fundraising]	Total number of points attained: