



CERTIFIED FUND RAISING EXECUTIVE

Approved Provider for
Continuing Education 

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 2022
Names of Presenter(s): - Various
Dates and Location: - July 26-29, 2022, Atlanta, GA

Date: Tuesday, July 26, 2022

Session 2: 1:00 [pm] – 4:00 [pm] (3 pts)

- [Before You Get Started...The Basics of Data Conceptualization, Cleaning, & Standardization in Fundraising Analytics]
- [Great Management, Great Leadership, & the Great Resignation]
- [Deciphering What Corporate Structures Can Tell You About Wealth]
- [Engaging Alumni of Color With High-Impact & Inclusive Prospect Strategies]

Date: Wednesday, July 27, 2022

Keynote: 9:00 [am] – 10:00 [am] (1 pts)

- [Uncommon Connections: Business Relationships, Trust, & Accountability]

Date: Wednesday, July 27, 2022

Session 1: 10:30 [am] – 11:45 [am] (1.25 pts)

- [The Evolution of Due Diligence Research at Stanford]
- [Pipelines, & Metrics, & Engagement! Oh, my!]
- [Business Intelligence Show & Tell]
- [The Power of Partnering with Your Archives for Prospect Research]
- [Meaningful Contacts: how to automatically flag them and use them with your teams.]
- [We Are All Fundraisers!]

Date: Wednesday, July 27, 2022

Session 2: 2:45 [pm] – 4:00 [pm] (1.25 pts)

- [Free Solo: Campaign Planning On Your Own]
- [How to Convert a New CRM in 4000 Easy Steps]
- [Due Diligence & Compliance with Apra Ethics]
- [Meaningful Measures: Utilizing Metrics to Drive Performance]
- [Capacity Ratings with AI]
- [Trending to Our Team: Assessing Relationships Misaligned With Org Values]

Date: Thursday, July 28, 2022

Session 1: 1:00 [pm] – 2:15 [pm] (1.25 pts)

- [Diversifying Your Prospect Pool: Methods & Approaches to Social Inclusion in Prospecting]
- [Enabling Advanced Analytics Tools & Access to Data]
- [Careers in PD]
- [Communication Styles: Exploring Perspectives & Biases]
- [Abductive Reasoning in Prospect Research]
- [Measuring Research Impact]

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: Thursday, July 28, 2022

Session 2: 2:45 [pm] – 4:00 [pm] (1.25 pts)

- [Bon Appetit: How to Properly Digest Stock Form Alphabet Soup & Footnote Word Salad]
- [Revamping Portfolio Consultations]
- [DEI]
- [BOK to Your Future]
- [Go Live! Empower the Front Line with Dynamic Data]
- [Tips to Becoming a Freelance Researcher & Consultant]

Date: Friday July 29, 2022

Session 1: 8:00 [pm] – 9:00 [am] (1 pt)

- [Insights From a New Prospect Researcher]
- [Lessons We Should Have Known, But COVID Had to Teach Us]
- [Using Simple Metrics to Motivate Fundraiser Performance]
- [Rate ALL Your Finance Industry Prospects in One Sweep]
- [Demystifying Programming]

Date: Friday July 29, 2022

Session 2: 9:15 [am] – 10:15 [am] (1 pt)

- [How Summa Health Engaged Retired Physicians as Partners]
- [Advanced Fundraising Reporting]
- [Complex Research Topics]
- [Looking for Love in All The Right Places]
- [Moving From PD to Campaigns: What I Learned & What I'm Still Learning]
- [Meeting the Moment: The Campaign to End the Pandemic]

Date: Friday July 29, 2022

Session 3: 10:30 [am] – 11:30 [am] (1 pt)

- [Building Relationships Based on LOVE]
- [Leadership Buy In Through Design Thinking in Advancement]
- [Scaling Big Ideas in Solo/Small PD Teams]
- [Corporate and Business Research when you are not a business major!]
- [Planned Giving: The Data Behind the Models]
- [Activity to Impact: Measure Like a Fundraiser to Ask for a Raise]

Total number of points attained:

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/>