



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 2025
Names of Presenter(s): - Various
Dates and Location: - 20-22 August, 2025

Date: 20 August, 2025

Session 1: 8:45am – 10:00am (1.25 pts)

☐ - The Recovery Blueprint: Implementing Resets, Personal Data, and Self-Connection to Sustain Success

Date: 20 August, 2025

Session 2: 10:30am – 11:30am (1 pt)

- ☐ - Doing More with Less: Taking Care of Your Team During Turnover
- ☐ - From Overlooked to Engaged: Capturing Hidden, Forgotten, and Untapped Prospects with a Referral Tracking System That Drives Fundraising Success
- ☐ - Transforming Prospect Discovery and Qualification Through Data and Accountability
- ☐ - Small Shop, Big Help: Let Generative AI Lighten Your Load
- ☐ - A Diversity, Equity, and Inclusion Initiative: A Journey to Both Diversifying Pipelines and Portfolios and Communicating Findings to External Stakeholders
- ☐ - From Stagnant to Strategic: Transforming Portfolio Management in Small Shops
- ☐ - Dashboard Design for User Experience

Date: 20 August, 2025

Session 3: 1:45pm – 2:30pm (1 pt)

☐ - Partner Industry Session: Generative AI: More Than a Buzzword

Date: 20 August, 2025

Session 4: 2:45pm – 4:00pm (1.25 pts)

- ☐ - Making the Case for More Staff: A Comprehensive Guide to Demonstrating the Need for Additional Staff to Enhance Productivity, Efficiency, and Employee Well-being
- ☐ - PROST! PROactive, STRategic Research – a \$1 Billion Tool for Cultural Transformation
- ☐ - Beat the Burnout: A Case Study in Overcoming Workload Challenges
- ☐ - What Makes a Good Fundraiser: Is the Devil in the Details?
- ☐ - Breaking it Down: A Different Way to Approach Portfolio Pipelines and Movement
- ☐ - Using Python to Create Propensity Scores

Date: 20 August, 2025

Session 5: 4:30pm – 5:30pm (1 pt)

- ☐ - The Journey Unfolds: Choosing a Career Path in Prospect Development
- ☐ - Building the Foundation of a Prospect Development Program in a Solo Shop
- ☐ - The Only Thing Harder than Herding Cats – Training Them! (Addressing the Challenges of Internal Trainings)
- ☐ - Don't Assume!
- ☐ - Portfolio Horror Stories! Using Data-Driven Insights to Transform Frightening into Fantastic
- ☐ - Turn Messy Data into Quality Insights

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: 21 August, 2025

Session 6: 9:00am – 10:30am (1.5 pts)

☐ - Apra Talks: Sailing Through the Storm: Navigating and Growing from a Challenging Work Environment

Date: 21 August, 2025

Session 7: 10:45am – 11:45am (1 pt)

☐ - Beyond Buy-In: Driving Lasting Change in Prospect Development & Data Management
☐ - Connection Capital: Activating Ultra High Net Worth Prospects In a New Market
☐ - A Roadmap to Building AI Literacy and Adoption in 5 Steps
☐ - Designing an Excel-lent Prospect Management Revamp
☐ - Major Gifts, Smarter Research: The AI Advantage Explained
☐ - R You Ready? Automate, Analyze, and Accelerate with R

Date: 21 August, 2025

Session 8: 1:15pm – 2:15pm (1 pt)

☐ - From Excel to Python – A Journey in Name Matching Techniques
☐ - Partners That Align: Due Diligence Strategies for Corporate and Foundation Relations
☐ - Yes, You ARE A Leader! Tips for Leadership Success
☐ - Ask the Ethicist: When Donor Behavior is an Organizational Risk; How to Protect Your Organization and Your Staff
☐ - Consultant Mastery: Hire Smart, Utilize Wisely
☐ - From Python to Portfolio: Reporting Solutions for Everyday Problems in Prospect Development

Date: 21 August, 2025

Session 9: 2:30pm – 3:45pm (1.25 pts)

☐ - From Volunteer to Leader: Unlocking Career Paths Through Service
☐ - Getting Started with R for Data Science: A Non-Expert's Guide
☐ - Building Trust, Boundaries, and Effective Relationships Between Fundraisers & Prospect Development Professionals
☐ - Decoding the SEC's Alphabet Soup for Dollars
☐ - Can ChatGPT Write My Profile?

☐ - Framing for the Frontline: Leveraging UX Principles in Prospect Management

Date: 21 August, 2025

Session 10: 4:00pm – 5:00pm (1 pt)

☐ - From Solo to Duo: Designing and Scaling an Effective Prospect Management System for a Growing Team
☐ - Hidden Figures: Identifying High Net Worth Prospects of Color Through Non-Bias Screening Techniques
☐ - Researching UK Based Donors and Prospects
☐ - Enhancing Fundraising Efficiency Through Tiered Services
☐ - From 0 to 100: A Newbie's Journey in Power BI
☐ - AI in Action: Democratizing Predictive Analytics for Everyday Prospect Research

Date: 22 August, 2025

Session 11: 8:30am – 9:30am (1 pt)

☐ - Championing Collective Success: Leadership Through Managing Up, Down, and Across
☐ - Apra Debates: 2025 Edition
☐ - Streamlining Success: The Power of In-House Prospect Data Analytics
☐ - From Chaos to Clarity: Change Management Strategies for Prospect Development Teams
☐ - Reeling in Results: Turning Portfolio Reviews into Fundraising Strategy
☐ - Mastering Engagement: Wichita State's CASE Standardization Success Story

Date: 22 August, 2025

Session 12: 9:45am – 10:45am (1 pt)

☐ - She Doesn't Even Go Here! Researching Outside of the Lines
☐ - Researching Land Investments and LLCs
☐ - Prospect Development as Agents of Ethical Organizational Change
☐ - Planting the Seeds of Philanthropy: A Stardew Valley Approach to Discovery Management
☐ - What's in a Model? The Inner Workings of LLMs
☐ - Facilitating Efficiency Through Policy Development

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Date: 22 August, 2025

Session 13: 11:00am – 12:00pm (1 pt)

- ☐ - Navigating Transitions: Effective Change Management and CRM Transformation
- ☐ - Sailing the Seas of Success: Charting the Course with Prospect Research in Healthcare
- ☐ - They Said WHAT?! Fundraisers' Brutal Remarks on Prospect Development and How We Can Move Forward
- ☐ - The Prospect Strategy Puzzle
- ☐ - An Exploratory Approach to Predictive Modeling
- ☐ - From Aristotle to Action: Philosophical Questions for Building Your Prospect Program

Total number of points attained: _____