



## 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:** - Apra 2023 PD Conference  
**Names of Presenter(s):** - Various  
**Dates and Location:** - 28-31 August, 2023

**Date: 28 August, 2023**

**1:00pm – 4:00pm (3 pts)**

- Extracting Value from Free Text
- Donor Portfolio Management
- Due Diligence
- Virtual Teams, Real Results

- Incorporating Inclusivity Into Capacity Ratings
- Movers and Shakers
- Power BI: Excel's BFF
- Building Modern Prospect Development Teams

**Date: 29 August, 2023**

**8:45am – 10:00am (1.25 pts)**

- Keynote: Being Fearlessly You

**Date: 30 August, 2023**

**9:00am – 10:30am (1.5 pts)**

- Apra Talks: Career Paths

**Date: 29 August, 2023**

**10:30am – 11:45am (1.25 pts)**

- Relationship Mapping
- Maximizing Relations Management
- Community Centered Fundraising Principles in Praxis
- We've Got the Guide! Now What?
- A Roadmap to Evaluating Staff Performance
- The Last Five Years

**Date: 30 August, 2023**

**10:45am – 11:45am (1 pt)**

- Volatile Opportunity
- How to Clean-up Messy Data
- Portfolio Optimization During Times of Transition
- From Scratch: Developing a New CRM Training Program to Engage Fundraisers
- Your Mid-Level Donors and March Madness
- DE&I Fundraising

**Date: 29 August, 2023**

**1:45pm – 2:30pm (1 pt)**

- Partner Industry Panel

**Date: 30 August, 2023**

**1:00pm – 2:15pm (1.25 pts)**

- Transition as Opportunity
- Creating Portfolios Categories that Reflect Reality

- It's not Apples to Apples
- The Marathon and the Sprint
- Current Trends in Ethics and Compliance

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/>

- Create and Maintain a Prospect Referral Tracking System
- Sprint Your Way to Sanity
- Effective Dashboard Design Through Thoughtful Translation of Client Business Needs

**Date: 30 August, 2023**

**2:45pm – 4:00pm (1.25 pts)**

- Start from Scratch: Building a Prospect Research Department from the Ground Up
- Cost Per Dollar Raised (CPDR) or Return on Investment (ROI)?
- Putting Strategy Into Prospect Development
- Gain Clarity, Create Efficiency, and Fuel Growth with Portfolio Optimization
- Salesforce Reporting: Return of the... Data
- Training with Intent

**Date: 31 August, 2023**

**8:30am – 9:30am (1 pt)**

- Managing Organizational Change and Encouraging Collaboration Across Departments in a Complex University System
- Focusing Prospect Development Efforts
- I'm Still Standing: Navigating Through Change in the Workplace
- Ready, Set, Go!
- Prospecting in Indian Country
- In-House Predictive Modeling

**Date: 31 August, 2023**

**9:45am – 10:45am (1 pt)**

- Better, Stronger, Faster
- Closing Time: Calculating Risk to Encourage Proposal Velocity
- Did the Apple Fall Far From the Tree?
- Best Practices for Utilizing Social Media in Prospect Research
- Scaling Your Shop Towards Mega-Philanthropy
- The Ongoing Data Explosion

**Date: 31 August, 2023**

**11:00am – 12:00pm (1 pt)**

- What's Holding Your Fundraising Back?
- How to Have Meetings that Don't Suck
- Your Doctor, Anytime, Anywhere, All at Once
- Texas A&M Foundation
- Prospecting in Private Equity

**Total number of points attained: \_\_\_\_\_**

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