

## Philanthropy Pathway

The Philanthropy Pathway is designed to provide at-a-glance information about AHP educational opportunities for every member of the development team. The pathway can be used to design and track a career plan, or to identify suitable resources and training when they are needed. For more information about these opportunities, go to <http://www.ahp.org/conferencesandeducation>.

Educational opportunity	One to three years	Three to five years	Five to eight years	Eight years and more
	<ul style="list-style-type: none"> <li>Getting started in your career</li> </ul>	<ul style="list-style-type: none"> <li>Preparing for Certified Fund Raising Professional (CFRE) •CFRE application can be downloaded from <a href="http://www.ahp.org">http://www.ahp.org</a> or <a href="http://www.CFRE.org">http://www.CFRE.org</a>.</li> </ul>	<ul style="list-style-type: none"> <li>Preparing for CFRE •Accumulating education credits for recertification •CFRE application can be downloaded from <a href="http://www.ahp.org">http://www.ahp.org</a> or <a href="http://www.CFRE.org">http://www.CFRE.org</a>.</li> </ul>	<ul style="list-style-type: none"> <li>Accumulating credits for CFRE recertification</li> <li>Preparing for FAHP (Fellow Association for Healthcare Philanthropy) •Accumulating education credits for FAHP recertification</li> </ul>
<p>AHP Foundation Self-Study Guides - Core Curriculum •More than 50 study guides in five knowledge areas available to download from AHP web site when you are ready •Three translated to French •\$25 US for AHP Members</p>	<p>Sample self-study guides: •Introduction to Health Care Resource Development (Canadian version) •Elements of Fundraising •Professional Ethics •The Psychology of Giving •Foundation Grantsmanship and Proposal Writing</p>	<p>Sample self-study guides: •Resource Development Planning and Evaluation •Managing and Evaluating the Annual Giving Program •Major Gift Cultivation and Solicitation •Setting up the Planned Giving Program</p>	<p>Sample self-study guides: •Understanding the Planned Giving Instruments (Canadian version) •Managing and Evaluating the Capital Campaign •Marketing for Health Care Resource Development •Principles of Healthcare Finance (Canada)</p>	
<p>AHP Virtual Learning •90-minutes sessions •No special equipment required - just a telephone or speakerphone and a computer</p>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Topics include Annual Giving, Major Gifts/Capital Campaigns, Planned Giving, Volunteer Leadership, Special Topics/The Small Shop, Foundation Management, Physician/Employee Giving</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Topics include Annual Giving, Major Gifts/Capital Campaigns, Planned Giving, Volunteer Leadership, Special Topics/The Small Shop, Foundation Management, Physician/Employee Giving</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification •Topics include Annual Giving, Major Gifts/Capital Campaigns, Planned Giving, Executive Leadership, Volunteer Leadership, Special Topics/The Small Shop, Foundation Management, Physician/Employee Giving</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification</li> <li>Executive Leadership – Topics focusing on areas of interest for the development professional with more than eight years' experience.</li> </ul>
<p>The Madison Institute for Healthcare Philanthropy, Wisconsin July (Annually) AHP member regular registration approximately \$2,100 US</p>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Tracks suitable for all members of the development team</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Tracks suitable for all members of the development team</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification •Tracks suitable for all members of the development team</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification</li> <li>Opportunities to be part of the faculty</li> </ul>
<p>AHP Annual International Conference September (Annually) AHP early bird member rate approximately \$555 US</p>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification •Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification •Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification</li> <li>Speakers and seminars on variety of topics</li> </ul>



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Annual AHP Canada Regional Conference Toronto, ON	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification</li> <li>Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification</li> <li>Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification</li> <li>Speakers and seminars on variety of topics</li> </ul>	<ul style="list-style-type: none"> <li>Earn continuing education points toward CFRE certification and recertification</li> <li>Speakers and seminars on variety of topics</li> <li>Watch for Call for Presentations for the AHP Canada regional conference</li> </ul>
Advanced Course in Health Care Fundraising presented annually at the AHP Canada Regional Conference		<ul style="list-style-type: none"> <li>Assists health care development professionals to master key competencies and review for the CFRE Exam</li> <li>Designed around the six sections identified as the Certified Fundraising Executive (CFRE) examination criteria and content, covers key components in: Prospect Identification, Gift Cultivation and Solicitation, Relationship Building, Volunteer Involvement, Fundraising Program Management and Accountability</li> </ul>	<ul style="list-style-type: none"> <li>Assists health care development professionals to master key competencies and review for the CFRE Exam</li> <li>Designed around the six sections identified as the Certified Fundraising Executive (CFRE) examination criteria and content, covers key components in: Prospect Identification, Gift Cultivation and Solicitation, Relationship Building, Volunteer Involvement, Fundraising Program Management and Accountability</li> </ul>	
AHP Primer Program Offered in conjunction with AHP Regional Meeting and AHP International Conference	Earn continuing education points toward CFRE certification • a one day program designed for newcomers - Speakers and topics include major functional areas of health care development			
Study Aids (Group or Mentor)  CFRE: <a href="http://cfre.org/exam-study-groups.html">http://cfre.org/exam-study-groups.html</a> FAHP: AHP Mentorship - Fellows Certification <a href="#">Susan Barcus</a>	<ul style="list-style-type: none"> <li>Select one or two people to mentor you while preparing for CFRE certification</li> </ul>	<ul style="list-style-type: none"> <li>Participate and/or organize Study Group via face to face, on-line or conference call</li> <li>Select one or two people to mentor you while preparing for CFRE certification</li> </ul>	<ul style="list-style-type: none"> <li>Participate and/or organize Study Group via face to face, on-line or conference call</li> <li>Be a mentor to a CFRE candidate</li> </ul>	<ul style="list-style-type: none"> <li>Select one or two people to mentor you through the FAHP preparatory process (Refer to FAHP preparatory package)</li> <li>Refer to suggested bibliography</li> <li>Be a mentor to a CFRE candidate</li> </ul>
Volunteer Involvement (Earns Points)	<ul style="list-style-type: none"> <li>Organize a Roundtable</li> </ul>	<ul style="list-style-type: none"> <li>Participate at the Regional Level – Committee Member, Chair, Regional Track Dean</li> <li>Participate as a speaker at an AHP educational offering</li> </ul>	<ul style="list-style-type: none"> <li>Continue volunteer participation regionally and internationally</li> <li>Submit articles to AHP for publications</li> </ul>	<ul style="list-style-type: none"> <li>Consider an AHP leadership volunteer position, i.e., Regional Conference Chair, International Committee</li> </ul>



## Philanthropy Pathway

The ultimate destination of the Philanthropy Pathway is to reach professional accreditation. AHP partners with CFRE International to begin the accreditation process and encourages professionals to obtain the highest level of accreditation – Fellow or FAHP.

Detailed information on eligibility requirements and the application forms can be found at: CFRE: <http://cfre.org/apply.html>;

FAHP: <http://www.ahp.org/careerdevelopment/ahp-certification/Pages/AHPFellow.aspx>.

Certification Level	Prerequisites	Application Deadlines	Examination Dates	Exam Locations	Associated Fees
Certified Fundraising Executive (CFRE)	Minimum of five years experience in professional fundraising.	Quarterly For exact dates see: <a href="http://www.cfre.org/exam-schedule.html">http://www.cfre.org/exam-schedule.html</a> .	Quarterly	Computerized testing centres throughout Canada – check out <a href="http://cfre.org/exam-locate-test-center.html">http://cfre.org/exam-locate-test-center.html</a> for locations and appointment bookings.	AHP Member: \$600 (US) for exam \$260 (US) for re-examination \$350 (US) for re-certification
Fellow (FAHP)	CFRE AND a minimum of eight years experience in raising & managing philanthropic funds for a health care organization.	May (Annually)  July (Annually) For exact dates see: <a href="http://www.ahp.org/careerdevelopment/ahp-certification/Pages/Exam-dates-locations-fees.aspx">http://www.ahp.org/careerdevelopment/ahp-certification/Pages/Exam-dates-locations-fees.aspx</a> .	July (Annually)  September (Annually)	Madison, Wisconsin – AHP Madison Institute  AHP International Conference	AHP Member: \$150 (US) application fee \$350 (US) exam fee