

CFRE

Certified Fund Raising Executive
The credential for fund-raising professionals

CONTINUING EDUCATION POINTS TRACKER

The CFRE Professional Certification Board has developed this form as a way for you to quickly track (and keep in your files!) a record of the continuing education sessions you have attended. Simply check the boxes next to the sessions you attended and, where necessary, fill in the session title. 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.

Activity Organizer: Association for Healthcare Philanthropy (AHP)
Title of Session: 37th Annual International Educational Conference – various sessions
Dates: October 1 – 4, 2003 – San Francisco, CA

October 1, 2003

AHP Development Primer (6 hrs)

How Community Benefit=Hospital FDN Benefit (1.25 hrs)
 A Core Curriculum for Your Board (1.25 hrs)
 Interactive Team Approach to System FR (1.25 hrs)

October 2, 2003

Opening Keynote – Dewitt Jones (1.25 hr)

Concurrent Session I

Capital Strategies for Annual Campaigns (1.25 hrs)
 Inside the Heart and Mind of a Philanthropist (1.25 hrs)
 Meeting Donor Expectations (1.25 hrs)
 Creating a Successful Family (1.25 hrs)
 Strategic Plan for Fund Development (1.25 hrs)
 Engage your Volunteers! (1.25 hrs.)
 ePhilanthropy: (1.25 hrs)
 Tips from the Tops: Making the Top Team Win (1.5 hrs)

Concurrent Session VII

Basic Princ of Successful FR & Proposal Prep(1.25 hrs)
 Transformational Major Gift Solicitation (1.25 hrs)
 Culture & Alignment (1.25)
 Changing Landscape of Mjr & PG Opportunities (1.25 hrs)
 A Cultivation Plan to Yield Big Physician Giving (1.25 hrs)
 Board Chair/CEO/CDO Relationships (1.25 hrs)
 Rules of Engagement: (1.25 hrs)

Concurrent Session II

Creating an Annual Fund Plan That Works (1.25 hrs)
 Going to the Next Level: (1.25 hrs)
 The Politics of Healthcare Fund Raising (1.25 hrs)
 Remainder Trusts and Lead Trusts (1.25 hrs)
 Head Over Heels in Love With Donors (1.25 hrs)
 Playing it Smart(1.25 hrs)
 Non profit Metrics (1.25 hrs)
 Children's Hospitals (1.25 hrs)

Concurrent Session VIII

Three to Tango (1.25 hrs)
 Leadership Role in Major Gift Solicitation (1.25 hrs)
 How to Lose Friends & Infuriate People (1.25 hrs)
 From Zeros to Heros - (1.25 hrs)
 Fund Raising: Is Good Enough? (1.25 hrs)
 Measuring the Effectiveness of your Volunteers (1.25 hrs)
 Recruiting & Enlisting the Best Board Possible (1.25 hrs)

Concurrent Session III

The Business of Philanthropy (1.25 hrs)

Concurrent Session IX

Why Do People Give? (1.25 hrs)
 Face-to-Face Solicitation (1.25 hrs)
 Conflict Resolution-A Key Skill for Success (1.25 hrs)
 A Bridge to the Future (1.25 hrs)
 Champions of the Marathon (1.25 hrs)
 The Financial Health Advisory Council (1.25 hrs)
 Getting Your Brd to Make Personal Solicitations (1.25 hrs)

Concurrent Session IV

Major Gifts: "From the Inside Out" (1.5 hrs)
 Roundtables _____ (1.25 hrs)

October 4, 2003

Concurrent Session X

Building a Donor Base (1.25 hrs)
 Prospect Research for Moves Management (1.25 hrs)
 Strategies for Maximizing Philanthropy (1.25 hrs)
 Planned Giving Marketing Made Simple (1.25 hrs)
 Grant Writing as Part of Integrated FR Program (1.25 hrs)
 More Than a Seat at the Table (1.25 hrs)
 The Corporate Development Model (1.25 hrs)

October 3, 2003

Concurrent Session V

Roundtables _____ (1.25 hrs)

Concurrent Session VI

Raising annual Dollars in Challenging Times (1.25 hrs)
 Not Everyone is Broke: (1.25 hrs)
 Bequest the 2.5% solution (1.25 hrs)

Total number of contact hours attended:

(number of contact hours = number of Education points)