



THE credential for fundraising professionals  
In cooperation with leading philanthropic associations

# CE POINTS TRACKER

CFRE International 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. 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 sessions listed are eligible for continuing education points on your CFRE application for initial certification and/or recertification.

**Activity Organizer:** Association for Healthcare Philanthropy  
**Title of Session:** AHP Mid-Atlantic & Southeast Conference  
**Dates:** June 27-29, 2004

**Monday, June 28**

**Concurrent Session I (1.25 hrs.)**

- Core: Yes, You Can Get Out of the Office...
- Strategic Development: Strategic Planning for Building Dreams
- Major Gifts & Capital Campaigns: Increasing Major Gifts...
- Executive Leadership: Negotiating Your Career Future
- Trustees & CEOs: Great Expectations

**Concurrent Session II (1.25 hrs.)**

- Core: The Special Event...
- Strategic Development: Physician Giving...
- Major Gifts & Capital Campaigns: Capital Campaigns from A - Z
- Executive Leadership: The Thinking Behind the Major Gift
- Trustees & CEOs: Great Revelations...

**Concurrent Session III (1.25 hrs.)**

- Core: Prospecting in the Mail
- Strategic Development: Taking Your Show on the Road
- Major Gifts & Capital Campaign: Donors Who Make Dreams Come True
- Executive Leadership: Coaching Tools for High Performance
- Trustees & CEOs: Conversations Elevating Philanthropy

**Concurrent Session IV (1.25 hrs.)**

- Core: The Art of Schmooze...
- Strategic Development: Too Busy to Succeed...
- Major Gifts & Capital Campaigns: Transforming Your Philanthropy Efforts...
- Executive Leadership: Development Measurements...

**Tuesday, June 29**

**Concurrent Session V (1.25 hrs.)**

- Core: Foundations & Healthcare...
- Strategic Development: Taking Ethic & Fundraising...
- Major Gifts & Capital Campaign: The CEO as Partner
- Executive Leadership: Do You Have A Book Inside You
- Planned Giving: Four Gift Plans...

**Concurrent Session VI (1.25 hrs.)**

- Core: Employee Campaign Boot Camp
- Strategic Development: A Hospital Merger...
- Major Gifts & Capital Campaign: Okay, So I Don't Do Major Gifts
- Executive Leadership: Really Going For the Gold...
- Planned Giving: The Personal Touch Approach...

**Plenary Training (2 hrs.)**

- Your Future Enhanced
- Planned Giving: Soup to Nuts...

**Total number of contact hours:**

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*(number of contact hours = number of Education points on CFRE application form)*