



Certified Fund Raising Executive
The credential for fundraising professionals

CONTINUING EDUCATION 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 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
Title of Activity: Mid-Atlantic Regional Conference
Dates and Location: May 22-24, 2005, Baltimore, Maryland

Date: Sunday, May 22

- The Advanced Course in Health Care Fund Raising (8 hrs)
- AHP Development Primer (8 hrs)

Date: Monday, May 23, 2005

Concurrent Session I (1.15 hrs.)

- Winning Strategies for Health Care Appropriations
- Getting the Board on Board
- Transitioning from Special Events
- Philanthropically Engaged Leadership

Concurrent Session II (1.15 hrs.)

- Working with Nurses to Advance Philanthropy
- Marketing Your Planned Giving Program
- Prospect Research on a Tight Budget
- The Five Principles of Board Development

- Plenary Luncheon & Speaker (1.75 hrs)

Concurrent Session III (1.15 hrs.)

- Managing Expectations
- Board Members and Volunteer Leaders
- Preparing Volunteers for Solicitation
- Transforming Your Physicians into Your Best Friends

Concurrent Session IV (1.15 hrs.)

- Making the Ask
- Blueprint for a Successful Annuity Program
- Creating an Annual Giving Plan that Works
- Recruiting Your Team

Date: Tuesday, May 24, 2005

- Roundtable _____ (1 hr)

Concurrent Session V (1.15 hrs)

- Signature Events
- The CEO as Partner
- Leveraging Technology
- Accountability and Benchmarking

Concurrent Session VI (1.15 hrs.)

- Using Brand Management
- Moves Management for Great Physician Giving
- Effectively Utilizing Your CEO
- Panel Discussion – Principal Gifts in a Down Economy

- Closing Luncheon & Speaker (2 hrs)

Total number of contact hours attended:

_____ (number of contact hours = number of Education points)