



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: - Association for Healthcare Philanthropy
Title of Activity: - AHP Virtual Institute - Advanced Skills for Major Gifts
Names of Presenter(s): - Various
Dates and Location: - July 27 - August 5, 2021, Online

Date: Tuesday, July 27, 2021

Session 1: 10:00 am - 5:00 pm (5.0 pts)

- Introductions / Active Listening (1.0 pts)
- Keys to Success in Major Gifts (1.0 pts)
- Major Gift Skill Set and Essential Tools (1.5 pts)
- Three Best Ways to Build a Pipeline (1.5 pts)

Date: Thursday, July 29, 2021

Session 2: 10:00 am - 5:00 pm (5.5 pts)

- Strategic Leadership Engagement (1.0 pts)
- Articulating the Case (1.5 pts)
- High Performance MGOs (1.5 pts)
- Blended Gifts (1.5 pts)

Date: Friday, July 30, 2021

Session 3: 10:00 am - 5:00 pm (5.5 pts)

- Designing Donor Strategies (1.5 pts)
- Closing the Gift (1.5 pts)
- Physician Champions and Grateful Patients (1.5 pts)
- Case Study Discussion (1.0 pts)

Date: Wednesday, August 4, 2021

Session 4: 10:00 am - 5:00 pm (5.0 pts)

- Unsticking Stuck Situations 1 (1.5 pts)
- Unsticking Stuck Situations 2 (1.5 pts)
- Role Play/Donor Visit / Open Forum (2.0 pts)

Date: Thursday, August 5, 2021

Session 5: 10:00 am - 5:00 pm (5.5 pts)

- Your Professional Development (1.5 pts)
- Role Play/Donor Visit (3.0 pts)
- Your Journey (1.0 pts)

Total number of points attained:

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/>