



## 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 - Fundamentals of Resource Development  
**Names of Presenter(s):** - Various  
**Dates and Location:** - July 19 - July 23, 2021, Online

### Date: Monday, July 19, 2021

#### **Session 1: 10:00 AM - 12:00 pm (2.0 pts)**

- Meet the Faculty / Class Introductions / Learning Goals

#### **Session 2: 2:00 pm - 4:00 pm (2.0 pts)**

- Psychology of Giving / Strategic and Annual Planning

### Date: Tuesday, July 20, 2021

#### **Session 3: 10:00 am - 12:00 pm (2.0 pts)**

- Case Statement / Board Development and Giving / Questions/Volunteers for Solicitation

#### **Session 4: 2:00 pm - 4:00 pm (2.0 pts)**

- Research, Development and Cultivation / Commemorative Giving / Introduction to Class Project

### Date: Wednesday, July 21, 2021

#### **Session 5: 10:00 am - 12:00 pm (2.0 pts)**

- Understanding Development Structure and Function / Benchmarks and Budgeting

#### **Session 6: 2:00 pm - 4:00 pm (2.0 pts)**

- Physician Advocates, Grateful Patients / Foundations and Corporations / Ethics

### Date: Thursday, July 22, 2021

#### **Session 7: 10:00 am - 12:00 pm (2.0 pts)**

- Annual Giving: Multi-Channel Direct Response / Digital Marketing and Development

#### **Session 8: 2:00 pm - 4:00 pm (2.0 pts)**

- Special Events: Party with a Purpose / Planned Giving

### Date: Friday, July 23, 2021

#### **Session 9: 10:00 am - 12:00 pm (2.0 pts)**

- Major Gifts and Personal Solicitation / Capital Campaigns

#### **Session 10: 1:30 pm - 4:00 pm (2.5 pts)**

- Employee Giving / Annual Giving: Stewardship and Recognition / Class Role Play

**Total number of points attained:**

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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/>