



CERTIFIED FUND RAISING EXECUTIVE

Approved Provider for  
Continuing Education 

## 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:** - Madison Institute 2022 – Track 4: Campaigns  
**Names of Presenter(s):** - Various  
**Dates and Location:** - 17-22 July 17-22, 2022 – Madison, WI USA

**Date: July 18, 2022**

**Session 1: 9:00am – 11:00am (1.75 pts)**

- A Campaign in Uncertain Times – Part I & II

**Date: July 18, 2022**

**Session 2: 11:00am – 12:00pm (1 pt)**

- Developing Your Case for Support

**Date: July 18, 2022**

**Session 3: 1:15pm – 2:15pm (1 pt)**

- Feasibility Study or Leadership Assessment

**Date: July 18, 2022**

**Session 4: 2:15pm – 3:15pm (1 pt)**

- Group Work – Case Review and Preparation

**Date: July 19, 2022**

**Session 1: 8:30am – 9:30am (1 pt)**

- The Profile of Top Leadership

**Date: July 19, 2022**

**Session 2: 9:30am – 10:30am (1 pt)**

- The Magic of Employees Engaged in a Campaign

**Date: July 19, 2022**

**Session 3: 10:45am – 12:15pm (1.5 pts)**

- Building the Master Plan

**Date: July 19, 2022**

**Session 4: 1:30pm – 2:15pm (1 pt)**

- Prospect Research & Donor Coordination

**Date: July 19, 2022**

**Session 5: 2:15pm – 3:15pm (1 pt)**

- Grateful Patients & Faculty Engagement in a Campaign

**Date: July 19, 2022**

**Session 6: 3:30pm – 4:30pm (1 pt)**

- Mining Your Database for Campaign Gifts

**Date: July 20, 2022**

**Session 1: 8:30am – 10:00am (1.5 pts)**

- Annual Giving to Enhance the Campaign

**Date: July 20, 2022**

**Session 2: 10:15am – 11:00am (1 pt)**

- Individual Plan – Fundamentals of a Motivation, Solicitation, and Stewardship Plan

**Date: July 20, 2022**

**Session 3: 11:00am – 12:00pm (1 pt)**

- Volunteer Motivation

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/>

**Date: July 21, 2022**

**Session 1: 8:30am – 10:00am (1.5 pts)**

- Planned Giving in the Campaign

**Date: July 21, 2022**

**Session 2: 10:15am – 11:15am (1 pt)**

- Recognition / Stewardship in the Capital Campaign

**Date: July 21, 2022**

**Session 3: 11:15am – 12:15pm (1 pt)**

- Keeping Score

**Date: July 21, 2022**

**Session 4: 1:30pm – 2:15pm (1.25 pts)**

- Securing the Visit

**Date: July 21, 2022**

**Session 5: 2:15pm – 3:15pm (1 pt)**

- Making the Call – Negotiating and Closing the Gift

**Date: July 21, 2022**

**Session 6: 4:00pm – 4:55pm (1 pt)**

- Group Work: Preparing for the Solicitation

**Date: July 22, 2022**

**Session 1: 8:45am – 9:45am (1 pt)**

- Solicitation Workshop

**Date: July 22, 2022**

**Session 2: 10:00am – 10:45am (1 pt)**

- Solicitation Workshop

**Total number of points attained: \_\_\_\_\_**

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