**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. Sessions not listed here are not eligible for points.*

**Activity Organizer:** Association of Fundraising Professionals (AFP)

**Title of Activity:** 47th AFP International Conference on Fundraising

**Names of Presenter(s):** Various

**Dates and Location:** 10-14 April, 2010 – Baltimore, MD

<table>
<thead>
<tr>
<th>Date: Saturday/Sunday, 10/11 April, 2010</th>
<th>Date: Wednesday, 14 April, 2010</th>
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<tbody>
<tr>
<td><strong>Saturday Session:</strong> 8:00am – 5:00pm (7.0 hrs)</td>
<td><strong>Session:</strong> 8:00am – 12:00pm (4.0 hrs)</td>
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<tr>
<td>☐ CFRE Review Course</td>
<td>☐ The AFP CEO School – CEO 2.0: Innovator, Change Agent, Leader – NFR</td>
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<tr>
<td><strong>Sunday Session:</strong> 7:00am – 4:00pm (7.0 hrs)</td>
<td><strong>Session:</strong> 12:15pm – 1:00pm (.75 hrs)</td>
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<tr>
<td>☐ CFRE Review Course</td>
<td>☐ Cheating the Meeting Reaper: Avoiding Death by Meeting</td>
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<tr>
<td><strong>Saturday Session:</strong> 8:00am – 5:00pm (7.0 hrs)</td>
<td><strong>Session:</strong> 2:15pm – 3:00pm (.75 hrs)</td>
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<tr>
<td>☐ The AFP Faculty Training Academy – NFR</td>
<td>☐ One Stop Shopping for: Ideas, Learning, Benchmarking and Best Practice</td>
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<tr>
<td><strong>Sunday Session:</strong> 8:00am – 12:00pm (4.0 hrs)</td>
<td><strong>Session:</strong> 3:15pm – 4:15pm (.75 hrs)</td>
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<td>☐ The AFP Faculty Training Academy – NFR</td>
<td>☐ Getting Involved in the ACFRE Process</td>
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<tr>
<th>Date: Saturday/Sunday/Wednesday, 10/11/14 April, 2010</th>
<th>Date: Monday, 12 April, 2010</th>
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<tbody>
<tr>
<td><strong>Saturday Session:</strong> 7:00am – 5:00pm (8.0 hrs)</td>
<td><strong>Session:</strong> 8:00am – 9:15am (1.25 hrs)</td>
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<tr>
<td>☐ AFP Fundamentals of Fundraising</td>
<td>☐ A Debate and Dialogue: Educating the Next Generation of Development Professionals</td>
</tr>
<tr>
<td><strong>Sunday Session:</strong> 7:00am – 4:00pm (7.0 hrs)</td>
<td>☐ Make Improving Your Donor and Prospect Database a Priority</td>
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<tr>
<td>☐ AFP Fundamentals of Fundraising</td>
<td>☐ Getting Board Members to WANT to Give</td>
</tr>
<tr>
<td><strong>Wednesday Session:</strong> 8:00am – 12:00pm (4.0 hrs)</td>
<td>☐ The Parkland Experience: Employing Business Models to Plan for Campaign Success</td>
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<tr>
<td>☐ AFP Fundamentals of Fundraising</td>
<td>☐ Stimulating Giving from the Asian American Community</td>
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<thead>
<tr>
<th>Date: Saturday, 10 April, 2010</th>
<th>Date: Saturday, 11 April, 2010</th>
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<tbody>
<tr>
<td><strong>Session:</strong> 1:00pm – 4:00pm (3.0 hrs)</td>
<td><strong>Session:</strong> 9:00am – 12:00pm (3.0 hrs)</td>
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<tr>
<td>☐ Introduction to the AFP/Center on Philanthropy at Indiana University Diploma in Fundraising Program</td>
<td>☐ Planning to Keep Your Donors</td>
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<th>Date: Sunday, 11 April, 2010</th>
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<tr>
<td><strong>Session:</strong> 1:30pm – 3:30pm (2.0 hrs)</td>
<td><strong>Session:</strong> 1:30pm – 3:30pm (2.0 hrs)</td>
</tr>
<tr>
<td>☐ The Faculty Training Academy Graduate Summit – NFR</td>
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☐ The Intersection of Art and Ethnicity: Attracting the Next Generation of Visitors for a Sustainable Future
☐ Best Practices in a Small Consulting Firm
☐ Are You Doing Enough to Protect Your Donors?
☐ God, Government and Grants!
☐ How Tweet It Is!: Mastering Social Media for Fundraising Success
☐ Finding, Recruiting, Motivating and Training Fundraising Volunteers to Achieve Your Mission

Session: 11:15am – 12:00pm (.75 hrs)
☐ Yea, Yup, Right On – Getting the Younger Donor to Say “Yes” to Your Nonprofit

Session: 12:15pm – 1:00pm (.75 hrs)
☐ How to Produce a Successful Golf Tournament – NFR

Session: 1:15pm – 2:30pm (1.25 hrs)
☐ A Debate and Dialogue: Leadership Dysfunction: Why Can’t We Get “Board Development” Right?
☐ Understanding Impact of Cell Phones, Gen X and Gen Y on Annual Giving
☐ Create a Fundraising Action Plan for Your Board Members – Easy Jobs for Every Single Board Member
☐ To Fund or Not to Fund: An Insightful Discussion with Corporate and Foundation Grant Makers
☐ Murray Banks Presents: The Trouble with the Future Is…It’s Not What It Used to Be!
☐ How You Can Create Experiences that Foster True Loyalty
☐ Donor DNA, Cracking the Code to Online Fundraising
☐ Endowment Development, Management and Investment for African-American Organizations
☐ Effective Relationship Management Systems
☐ Transformational Philanthropy – Entrepreneurs and Nonprofits
☐ TBD - Hunter
☐ Will Your Will Be Known?
☐ AFP Ethics & Accountability: Weaving Ethics into Your Fundraising
☐ Emergent Philanthropists: America’s Evolving Ethnic Donor Groups
☐ Everything You Need to Know About Measuring Online Results But Were Afraid to Ask

Session: 3:00pm – 4:15pm (1.25 hrs)
☐ How to Incorporate Online Giving with your Annual Fund…And Track It!
☐ Fabulous Case Statements Made Easy
☐ Integrating Corporate Campaigns and Individual Giving
☐ Making Effective Direct Response Fundraising TV
☐ Strengthening Foundation Relationships
☐ Converting Your Patients Into Donors: Developing a Grateful Patient Program
☐ Securing Future Growth: A 10 Point Plan to Get you Through Tough Economic Times
☐ Earned Revenue: A Worthy Fundraising Channel for Nonprofits
☐ Setting the Stage for a Successful Major Gifts Program
☐ CEO: Cultivation, Engagement and Obligation to Raise Money
☐ Developing a Marketing Plan for Your Planned Giving Efforts
☐ Who is Watching You Now?
☐ Online Strategies, Tools and Trade Secrets

Session: 4:30pm – 5:30pm (1.0 hrs)
☐ Savvy Everyday Networking Skill: Attracting More Donors and Developing Strong Alliances

Date: Tuesday, 13 April, 2010
Session: 8:00am – 9:15am (1.25 hrs)
☐ A Discussion and Dialogue: Money vs. Mission
☐ Internal Readiness: Getting Your House in Order
☐ Cultivating Corporate Alliances
☐ The 11 Questions Every Donor Asks
☐ Improve the Success of Endowment Building
☐ What Now?! What to Do After You Get the Grant
☐ Legacy Giving Building Blocks – A Simple Approach to Attracting Long-term Support
☐ Assessing and Building Your Development Teams’ Skills
☐ Why Bill Gates is Most Likely Not a Prospect for Your Campaign
☐ Harnessing the Power of Relationships through Online Marketing
☐ Strategically Negotiating Your Next Job Offer…Without Appearing Greedy – NFR
☐ Walkathons From A to Z: Aggressively Seeding Your Donor Pyramid
☐ A Planned Gift is a Planned Gift, Right?
Session: 11:15am – 12:00pm (.75 hrs)
☐ The Next Big Thing – Camera Phone Fundraising
☐ TBD

Session: 12:15pm – 1:00pm (.75 hrs)
☐ So You Want to Be a Consultant!

Session: 1:30pm – 2:45pm (1.25 hrs)
☐ A Presentation and Dialogue: Our Nonprofit Leadership Models are Failing Us: What Every Fundraiser Needs to Know
☐ Trapping the World’s Largest Donor: Securing Line-Item Appropriations from the US Congress
☐ Getting More from Corporate Donors: How to Maximize Corporate Sponsorship and Foundation Dollars
☐ Reggie Van Lee Presents: Introduction to Megacommunities
☐ Dan Heath Presents: Making the Switch: How to Change Things When Change is Hard
☐ All About Email: Isn’t It Just Like Direct Mail but with an E?
☐ Let’s Go Back to School – What Can the Higher Ed Model Teach Healthcare about Effective Fundraising?
☐ How to Raise More Money By Getting Your Boss Involved in Fundraising
☐ It’s a Two Way Street: How Consultants and Clients Work Together to Achieve Success
☐ The Golden Era of Online Fundraising – What’s in Store for the Next 50 Years
☐ America Speaks: Views on Planned Giving in the Economic Downturn
☐ AFP Ethics & Accountability: Weaving Ethics into your Fundraising
☐ AFP Ethics & Accountability: Weaving Ethics into your Fundraising
☐ Making Your Special Event Special and Profitable
☐ Use the Box for Kindling: Fundraising in Rural Communities
☐ Fundraising in the Blogosphere

Session: 3:00pm – 4:15pm (1.25 hrs)
☐ A Presentation and Dialogue: Good or Bad Behavior in the Workplace: Whose Responsibility is it Anyway?
☐ 7 Reasons Campaigns Fail: And How to Avoid Them

☐ Reaching Your Goals: An Inspiring and Energetic Look at State-of-the-Art Alliances and Corporate Fundraising
☐ Reggie Van Lee Presents: Introduction to Megacommunities
☐ Community Foundations…More than Grants
☐ I’m Leaving: How to Hold Onto Good Fundraisers and Raise Much More Money
☐ A Topic We Love to Hate: Putting Your Gift Policies in Order
☐ Bring Donors Closer in a Cross-Cultural Context
☐ Supersize My Online Savvy: Surefire Steps to Online Fundraising and Social Networking Success
☐ Fire in Your Belly Infects the Donor’s Minds: Act Your Way to Fundraising Success!
☐ Partnering with Advisors for Inspired Gifts
☐ Events Sponsorships: The Art of Relationship Building
☐ The State of European Fundraising and What the U.S. Can Learn From It
☐ How to Harness Twitter and Other Social Media for Your Fundraising

Date: Wednesday, 14 April, 2009
Session: 8:00am – 9:30am (1.5 hrs)
☐ Jeff Salz Presents: Adventures of Ultimate Success…Timeless Certainties for Uncertain Times

Session: 10:00am – 12:00pm (2 hrs)
☐ 5 Key Steps to Creating Sustainability in the Small Nonprofit
☐ ALL Things Possible: Bringing Your Board on Board to Raise More Money
☐ Free Money – Are You Reaching Your Matching Gift Potential?
☐ Reaching the Heart of the donor: Donor Touch Point Management
☐ A Case for Legacy Gifts!
☐ Building a Sustainable Funding Model Using Legacy Gifts
☐ Ethics and Opium: Why YOU Need Both

Session: 10:00am – 12:15pm (2.25 hrs)
☐ Taming the Elephants: 16 Practical Leadership Tools for Tackling the Undiscussables

Total number of contact hours attended:

(Number of contact hours = number of Education points)