



Approved Provider for
Continuing Education

CFRE International

Certifying fundraising executives
Setting standards in philanthropy

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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 of Fundraising Professionals
Title of Activity: - AFP International Fundraising Conference
Names of Presenter(s): - Various
Dates and Location: - April 28 – May 2nd, 2017 – San Francisco, CA

Date: Friday/Saturday, April 28-29, 2017

Session 1: 8:00 [am] – 5:30 [pm] (16 pts)

- Leadership Development for Fundraisers
- Fundamentals of Fundraising

Date: Saturday, April 29, 2017

Session 1: 8:00 [am] – 5:30 [pm] (8 pts)

- The Major Gift Challenge
- Donor Retention
- The Future of Fundraising
- CFRE Refresher

Date: Sunday, April 30, 2017

Session 1: 10:00 [am] – 11:15 [am] (1.25 pts)

- Fundraising with Volunteers: Is it Really Worth the Effort?
- Rebels, Renegades & Pioneers Session -- Game Changers: How to Disrupt the Status Quo in Your Organization
- Taking on Goliath: Using Guerilla Marketing to Make Your Mission Heard
- Create an OMG Peer Fundraising Campaign on a DIY Budget
- Hello? Am I The Only One? Recruiting Diverse Development Professionals to Your Fundraising Team
- 10 Traits of Highly Successful Major Gift Negotiators
- What Funders Want 2.0: Outcomes for the Frontline Fundraiser
- #GivingTuesday: Doing a World of Good

- Philanthroculture: The Effects of Culture on Generosity
- Five Donor Love Languages: The Secret to Lasting Donor Retention

Date: Sunday April 30, 2017

Session 2: 12:30 [pm] – 1:25 [pm] (1.25 pts)

- Raising Funds for International Causes: Challenges and Opportunities
- What If the Answers Were All Around Us? Fundraising Bright Spots
- Authentic Leadership: The Key to Successful Fundraising Programs
- The Secrets to Using Wealth Screening For Crazy Campaign Success
- The Fundraising Effectiveness Project and How It Can Help Your Organization
- Accepting gifts from Pablo Escobar ... and other ethical dilemmas faced by fundraisers and NGOs
- Direct Response vs. Major Gifts: Overcoming the Culture Clash!
- The One Year Before the Capital Campaign
- Ready to Respond: Real-Time Lessons to Drive Impact when Every Second Counts
- Successful Fundraising Events: Just What Does It Take To Be Best in Class

Date: Sunday, April 30, 2017

Session 3: 2:00 [pm] – 3:15 [pm] (1.25 pts)

- Engage & Enlist with AFP's Publications/Info Resources Committee
- Following the Path to Donor Nirvana: The 6 Realizations Approach
- So You Want to Be a CEO?
- Mega Donors: Find Them - Cultivate Them - Keep Them
- What's On YOUR Mind? How Our Thinking Impacts Our Giving, and Living, Results
- Beyond Best Practices: How Seattle Symphony Redefined Campaign Readiness to Exceed Goals
- You Don't Need to Be Superman to Change the World (Though You May Have to Wear Red Underpants)
- How the New Wave of Tech Philanthropists Are Using Complex Assets to Make A Big Impact
- Data Driven Nonprofits
- Young Fundraisers Make a Difference & Why You Need to Engage Them Now!

Date: Monday, May 1, 2017

Session 1: 8:00 [am] – 9:30 [am] (1.5 pts)

- Advanced Facilitation Skills
- Coaching and Mentoring: Recipes for Success in Growing the Next Generation of Nonprofit Leaders
- Rebels, Renegades & Pioneers Session -- Is Your Business Model Broken? The TRUTH About Fundraising and Capitalization
- Fundraising Gooder: Improvisation for Agents of Change
- The Major Gift Challenge: How to Get Started Raising Major Gifts
- Be For Impact: A Point of View That Changes the Funding Game
- Creating Great Board Meetings: It's a Big Deal
- You're Only As Good As Your Plan (and Whether You Use It)
- Dirty Money: Practicing Ethics in Fundraising
- Effective Fundraising Innovation Built Into the DNA of Your Organization!

Date: Monday, May 1, 2017

Session 2: 9:45 [am] – 11:00 [am] (1.25 pts)

- Rebels, Renegades & Pioneers Session -- Amplifying Philanthropy and Disruption

- Tech for Good: Google, Facebook, Twitter, Salesforce, and LinkedIn Present Best Practices for Scalable Technology
- Level Up: Take Your Relationship with Prospect Development to New Heights
- Real Life: How I Became a Data-Driven Fundraiser
- The Philanthropic Autobiography as a Tool for Donor Discernment
- 360 Degree Leadership: What Seasoned Pros Can Learn from Emerging Leaders and Vice Versa

Date: Monday, May 1, 2017

Session 3: 9:45 [am] – 11:15 [am] (1.5 pts)

- The Road to Relevance: Reading the Road Map of How to Make Fundraising Relevant in Your Organization
- The 7 Secrets of Building Donor Loyalty Through Monthly Giving
- Pivoting: The Secret to Successfully Handling Difficult Donor Conversations
- Small Shop Academy
- Tackling the Elephants in Your Boardroom

Date: Monday, May 1, 2017

Session 4: 12:15 [pm] – 1:30 [pm] (1.25pts)

- Giving 3.0: Embracing the New Diversity in 21st Century Philanthropy
- Get Your Board Fired Up and Engaged
- Money Makes the World Go 'Round: Raising Funds Across Borders
- All I Wanna Do Is Raise Some Funds
- Sustainers in Focus: The Real Value of Monthly Giving Programs
- Rebels, Renegades & Pioneers Session -- Fundraising for Social Change, Fundraising As Social Change
- Fundraising in a Mobile World: Fact, Fiction, and Best Practices
- Seeing 2020: Predictions in Nonprofit Technology
- Getting Involved in the ACFRE Process

Date: Monday, May 1, 2017

Session 5: 1:45 [pm] – 3:00 [pm] (1.25 pts)

- How To Become A CFRE
- Fewer Donors; More Money

- Moving Annual and Mid-Level Donors Towards Inspired Gifts: A Case Study from the Oregon Health and Science University Foundation
- Fundraising and Market Research: Knowing the Odds Prospects Will Say Yes Before You Even Ask
- Integrated Marketing & Fundraising to Raise USD 5M to Serve over 2 Million in One Month: Egypt Story
- Ethical Fundraising: It's Everybody's Business
- Why Media Attacks on Fundraising Really Are "Ideological," and How We Can Deal with Them
- Rebels, Renegades & Pioneers Session -- Age Is Just a Number: Managing Intergenerational Teams
- Prospecting for New Major Gift Donors Within and Beyond Your Donor File
- Injecting Fundraising into Your Board Meetings
- It's a Small World: Customizing Fundraising Strategies for Global Audiences
- The Future of Fundraising Is Already Here. Stop Fundraising. Start Inspiring!
- Innovations and Strategies in Telephone Fundraising for Monthly Giving
- From Shaking Hands to Sharing Values: A New Tool for Evaluating and Advancing Donor Relationships
- Crafting the Donor Story
- Who's Watching You? The Impact of Accountability on Your Bottom Line
- LawTours: The Annual Virtual Trip Around the World to See What's Happening in the Courts and Legislatures That Impacts Fundraising
- How to Negotiate Your Nonprofit Fundraising Salary

Date: Monday, May 1, 2017

Session 6: 3:15 [pm] – 4:45 [pm] (1.5 pts)

- Making Mobile Work for Fundraising
- Understanding Your Millennial Workforce: More than Bean Bags and Free Food
- Rebels, Renegades & Pioneers Session -- Demolish This Fundraising Thing and Basically Start Over
- Shining a Spotlight on the Growth in Giving Initiative and the Human Services Sector
- Designing the Future of Philanthropy
- A Spotlight on Immigrant and Diaspora Philanthropy: Lessons from Working with Emerging Donor Communities in the San Francisco Bay Area
- When They Say No: Getting Out of the Box
- Fundraising Events & Major Gifts: How Do We Get from One to the Other?
- 10 Things Every Fundraising Professional Should Do in Their First 90 Days
- Perfecting Your Organization's Message
- You Too Can Do Legacy Giving

Date: Tuesday, May 2, 2017

Session 1: 9:15 [am] – 10:30 [am] (1.25 pts)

- Lions and Leaders: The Principles of Perseverance
- Data Got You Down? Simplifying Donor-Centered Fundraising Analysis for the Data Allergic

Date: Tuesday, May 2, 2017

Session 2: 1:45 [pm] – 3:00 [pm] (1.25 pts)

- Leading Teams for Collaboration
- Segmenting for Success: New Data Insights and Best Practices to Power Your Segmenting and Marketing Strategies
- Looking for Gifts in All the Right Places: 10 Clues That You're Talking to a Planned Giving Prospect and What to Do About It
- Breaking the Mold of Traditional Communication
- How Do All the Confusing Pieces Fit Together?
- Stronger Together: Creating the Essential Executive Director + Development Director Partnership
- Making an Artful Ask: Your Turn! What Exactly Do You Say?
- The Social "Secret Weapon" Fundraisers Need to Talk About!
- How to Create a Mid-Level Donor Program
- The Millennial MGO: How to Be Successful When Everyone Sees You As Their Kid
- Rebels, Renegades & Pioneers Session -- The Moment We've Been Preparing For: It's Still All About Relationships

Date: Tuesday, May 2, 2017

Session 3: 3:15 [pm] – 4:30 [pm] (1.25 pts)

- Let Your Emotional Intelligence Do The Talking!
17 Skills Necessary for Performance Leadership
- Creating the Cream of the Crop
- Empowering Your Board with Meaningful
Development Metrics
- Crowdfunding: Make It More Than Just a Hail
Mary!

- Steal These Donor Retention Strategies & Boost
Revenue
- Donor Love: Real Results, Real Ideas
- Working with Young Professionals on Your
Board
- Putting the Prospect First

Total number of points attained: _____