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 for Fundraising Professionals (AFP)
Title of Activity: 43rd International Conference on Fundraising
Names of Presenter(s): Various
Dates and Location: 31 March – 5 April 2006 * Atlanta, Georgia

Date: Friday, 31 March 2006
8:00 am – 5:00 pm = 7.0 hrs
☐ CFRE Review Course Part 1

Date: Saturday, 1 April 2006
8:00 am – 5:00 pm = 7.0 hrs
☐ CFRE Review Course Part 2

AFP Academy for Professional Development

Academy Session 1 (9:00 am – 5:00 pm)
Each Session = 7.0 hrs
☐ Consultants’ School
☐ Management School
☐ Professional School Part 1
☐ Person to Person Planned Giving
☐ Direct Mail Fundraising 101
☐ Strategic Planning: Answering the 10 Essential Questions
☐ Capital Campaigns from A to Z

Academy Session 2 (9:00 am – 12:00 pm)
Each Session = 3.0 hrs
☐ Writer’s Workshop-Developing Creative Packages and the Case for Support*
☐ Building Bridges as You’re Crossing The River: Key Steps in Managing Change

Academy Session 3 (2:00 pm – 5:00 pm)
Each Session = 3.0 hrs
☐ Corporate Relations from Cultivation to Partnership
☐ 6 Ways to Improve Your Organization’s Communications*
☐ Raising More Money: Building Lifelong Donors
☐ Major Gifts Master Class

Date: Sunday, 2 April 2006
Academy Session 4 (8:00 am – 11:00 am)
Each Session = 3.0 hrs
☐ Professional School Part 2
☐ After the Feasibility/ Planning Study – What’s Next?
☐ Empowering Your Board to Succeed vs. Challenging Them to Fail
☐ What’s Your Style? Behavior’s Role in Fundraising*
☐ Capital Campaigns with Limited Staff & Budget

Educational Session 1 (3:00 pm – 4:15 pm)
Each Session = 1.25 hrs
☐ Ready, Set, Raise: Small Groups in Fundraising
☐ Alternate Approaches to Raising Money
☐ Advanced Topics in Direct Response Fundraising
☐ Winning Their Hearts and Wallets: The Case for the Case for Support
☐ Corporate Social Responsibility*
☐ Help! My fundraising Program is Dead
☐ Opening on Broadway – The Two Faces of the Big Ask
☐ The Planning, Fundraising, and Communications Triangle
☐ 15 Rules for Fundraising Success
☐ Non Profits and For Profits – Perfect Together
☐ Maximizing Cultural and Ethnic Diversity for Philanthropy and Your Institution
☐ AFP Compensation and Benefits Study: What it Means to Fundraising
☐ Online Fundraising Auctions: New Revenue, Better Advocacy
☐ The Role of Volunteers: Developing Effective Fundraising Leaders
Date: Monday, 3 April 2006
Educational Session 2 (10:30 am – 12:00 pm)
Each Session = 1.50 hrs
☐ How to Produce a Successful Golf Tournament
☐ Facing Up to the Donor
☐ The Beginner’s Guide to Raising Millions
☐ Tournament Monthly Giving Pledges
☐ Catching Campaign Lightning
☐ The Story Behind the Golden Halo
☐ Keep Your Donors Active: A Report of Lapsed Donor Attitudes
☐ Donor Relations the Disney Way
☐ Outcome Measurement Made Easy
☐ I Asked…Now What?
☐ Nobody in My Organization Understands Me!*
☐ Leading up – Transformational Leadership for Fundraising
☐ What Am I Gonna Say? Negotiating the Planned Gift
☐ Opening on Broadway – The Two Faces of the Big Ask
☐ Promoting Ethics as a Guiding Force in Philanthropic Fundraising
☐ Youth, Money & Habits: A $1 Trillion Opportunity
☐ Raising Big Bucks with E-Mail
☐ Prime Time Players: Recruiting and Retaining Outstanding Fundraising Volunteers

Educational Session 3 (10:30 am – 12:30 pm)
Each Session = 2.0 hrs
☐ Using Strategy to Control Your Destiny in a Chaotic Environment*
☐ Building Personal Credibility: How to Make a Personal Impact of Authority and Confidence
☐ Strategic Planning.
☐ Trends and Issues in Consulting

Educational Session 4 (2:45 pm – 4:45 pm)
Each Session = 2.0 hrs
☐ Using Strategy to Control Your Destiny in a Chaotic Environment
☐ Strategic Planning
☐ Whole Brain Fundraising – Using the Psychology and Neurology Toolbox in Fundraising
☐ Affluenza & Philanthropy – Be Part of the Cure

Educational Session 5 (3:00 pm – 4:15 pm)
Each Session = 1.25 hrs
☐ Your Vision, Your Budget, Your WOW, Success Through Working With Your Hotel Partner
☐ Facing Up to the Donor
☐ The Hands on Guide to Raising $1000 Gifts By Mail
☐ Capital Campaigns Feasibility Studies: How, What, When, Why
☐ Sponsor Proposals: What Are Sponsors Looking For?
☐ Donor Relations the Disney Way
☐ Balancing the Art and Science of Prospect Management
☐ The Leaders We Hope To Be…How Do We Get There?
☐ How to Build the Perfect Donor Newsletter
☐ Choosing Your Road: Organizational Development Specialist or Just Another Fundraising Technician
☐ OH CRAT! Help! I Don’t Know Anything About Life Income Gifts!
☐ Who’s Watching You Now? A Review and Update of State Regulation of Charitable Fundraising
☐ Changing the Odds: Lessons Learned from the Kresge HBCU Institute*
☐ Flash Philanthropy, Blogs, and Cellular Phones – A Fresh Look at Online Giving Post - Tsunami
☐ Practical Strategies You Can Use NOW to involve your Board Members in Fundraising

Date: Tuesday, 4 April 2006
8:30 am – 10:00 am = 1.5 hrs
☐ The Maurice Gurin Lecture on Philanthropy presented by General Colin Powell, USA (Ret.)

Educational Session 6 (1:30 pm – 2:45 pm)
Each Session = 1.25 hrs
☐ Direct Response Fundraising: Mastering New Trends for Results
☐ Guess Who’s Coming To Dinner? Innovative Events to Attract New Donors
☐ How to Successfully Prepare for the Comprehensive Campaign
☐ Extreme Proposal Makeover
☐ Donor-Centered Fundraising
☐ So, Where Do I Go From Here
☐ New Proven Ways to Raise Major Gifts
☐ The Art of Major Gift Solicitation: How to Never, Ever Get a “No”
☐ A Proven System to Build Fiercely Loyal Community Around Your Organization
☐ How to Get Big PR Results on Small Nonprofit Budgets
☐ 34 Winning Strategies for Planned Giving Programs – And 33 Egregious Errors
☐ Hospice Roundtable
☐ The Hunt for Hidden Donors
☐ Governing or Fundraising? What’s A Board Supposed to Do?
**Educational Session 7 (1:30 pm – 4:30 pm)**

*Each Session = 3.0 hrs*

- Developing a Strategic Donor Communications Cycle to “Graduate” Your Donors to their Optimum Value
- Leadership and Management: Making Things Happen
- High Impact Leadership
- What do you Really Mean by Philanthropy? Challenging Assumptions and Defining Underpinnings

**Educational Session 8 (3:00 pm – 4:15 pm)**

*Each Session = 1.25 hrs*

- Special Events – An Integral Part of Your Development Strategy
- Direct Response Fundraising: Mastering New Trends for Results
- How Do You Eat an Elephant? A Bite-Sized Approach to Strategic Planning
- Donor Centered Fundraising
- How to Measure Joy and Donor Satisfaction
- Finances for Development and Grant Professionals
- What is Development Services and Why Should You Care?
- New Proven Ways to Raise Major Gifts
- How to Get Big PR Results on Small Nonprofit Budgets
- Are You in the Right Job, in the Right Organisation or Raising Money for the Right Cause?*
- Widows and Major Gifts - A Brave New World
- Now How Do We Measure Our Fundraising Performance?
- How to Make Disparate Data Work For – Not Against You
- Practical Strategies You Can Use NOW to Involve your Board Members in Fundraising

*Asterisked sessions are applicable under non-fundraising content in the CFRE Handbook. Such topics are applicable for a maximum total of ten (10) points for Initial Certification and five (5) points for Recertification*

**Total number of contact hours attended:**

*number of contact hours = number of Education points*