



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:** - AFP International  
**Title of Activity:** - AFP International Fundraising Conference  
**Names of Presenter(s):** - Various  
**Dates and Location:** - April 14 – April 17, 2018 – New Orleans, LA

**Date: Friday, April 13 & Saturday, April 14, 2018**

**Pre Conference Workshops: 8:00 [am] – 5:30 [pm] (16 pts)**

- [AFP Fundamentals of Fundraising]
- [AFP CFRE Refresher]
- [AFP Faculty Training Academy]

**Date: Saturday, April 14, 2018**

**Pre Conference Workshops: 8:00 [am] – 5:30 [pm] (8 pts)**

- [Major Gift Challenge: How to Get Started Raising Major Gifts]
- [Storytelling: Nonprofit Videos (On a Budget) that Engage & Retain Donors]
- [Authentic Leadership]
- [Talent Management]
- [AFP Donor Retention: A Self-Assessment Workshop]

**Date: Sunday, April 15, 2018**

**Session 1: 9:00 [am] – 10:15 [am] (1.25 pts)**

- [Purse Power- How Women's Philanthropy Can Change the World]
- [Why Every Organization Needs a Case for Support, and How to Create One]
- [Fundraising in the Wake of a Disaster]
- [Stewarding Donors with Dementia]
- [You're Still Only As Good As Your Plan (And Whether You Use It)]
- [Nonprofit Accounting for Fundraisers]

- [Meaningful Engagement: How Small Organizations can Design and Sustain Young Professionals Engagement]
- [The Annual Campaign: Doing It Well and Then Doing It Even Better Next Year]
- [Has the Nonprofit Sector Lost its Moral High Ground?]
- [Finding Your Perfect Remote Employee]
- [Building Trust to Skyrocket Results]

**Date: Sunday, April 15, 2018**

**Session 2: 10:45 [pm] – 12:00 [pm] (1.25 pts)**

- [No Budget, No Problem : How To Successfully Engage the Community Through Third Party Events]
- [Through the Looking Glass: See Your Organization through Your Volunteers' Eyes]
- [How to Earn A Profit for Your Cause or Social Business: How to profit for your case]
- [Dynamic Board Governance: What's Working, What's Next]
- [Ambassadors ALL - Fundraising and Engagement are TEAM SPORTS!]
- [Is Fundraising a Profession? And Does It Matter If It Isn't?]
- [Tax Reform is Now Law – What Happens Now?]
- [Nature Vs. Nature - Are Great Leaders Born or Made?]

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.

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- [Storytelling for Action: What Stories to Tell (and When to Tell Them) to Cause Your Donors to Take Action]
- [Building a Major Gifts Program with No Alumni and Little Budget]

**Date: Sunday, April 15, 2018**

**Session 3: 4:00 [pm] – 5:15 [pm] (1.25 pts)**

- [How to Become a CFRE]
- [Don't Lose the Gains You've Made]
- [Corporate Partnerships Are So Much More Than Sponsorship and What You Don't Know Could Be Costing You Millions in Fundraising]
- [The Planned Giving Study: New Insights from Data on Planned Gifts]
- [So You Want to Be a Campaign Consultant?]
- [The House of Philanthropy: Creating a Framework for Cross-Cultural Giving]
- [Managing Fundraising through Organizational Lifecycles]
- [Doing the Ethical Thing in Fundraising. And Why It's Harder Than You Might Think]
- [Sexual Harassment and Bullying - Is the Nonprofit Sector Safe for All?]
- [2018 & Beyond: Building A World of Good Through Fundraising Excellence]
- [Relationship Fundraising 3.0]
- [Better Together: Building Strong Volunteer/Staff Relationships for Organizational Success]

**Date: Monday, April 16, 2018**

**Session 1: 8:00 [am] – 9:15 [am] (1.25 pts)**

- [How to Create Donor Surveys That Improve Your Fundraising]
- [Cracking the Code of Facebook Fundraising - How to Turn Facebook into a Sustainable Source of New Donors]
- [It Takes a Village: How to Build your Mentor Network]
- [Development of Effective Governance for Major Fundraising and Impact (the Brazilian National Strategy for Financial Education case)]
- [Philanthropists, Power, Democracy - Is This the End of Philanthropy?]
- [Moving Away from the Donor Pyramid to the Donor Lifecycle Map for Increased Fundraising Success]
- [Foundation Grants: The Forgotten Funding Source and Why They're Worth Your Attention]
- [The Top 10 Strategies for a Successful Monthly Giving Program]

- [Use Plannal Giving to Transition your Annual Giving Donors to Planned Gifts]

**Date: Monday, April 16, 2018**

**Session 2: 10:15 [am] – 11:45 [am] (1.5 pts)**

- [Building Crowdfunding into your Moves Management Strategy]
- [A Deep Dive into The Data Of Fundraising]
- [Donor-Centered Fundraising 15 Years Later]
- [Authentic Organizations]
- [Yes, And... Using the Tools of Improv To Help You Raise More Money]
- [Small Shop Academy]
- [Having Difficult Conversations: How to Manage Difficult Fundraising Topics]
- [Leveraging Diversity, Equity and Inclusion to Become a Better Fundraiser]
- [Gender Equity - Facts, Stories and Not Much Progress Anymore]
- [Stewardship at Its Best - More than Just Another Event]
- [How to Become a Speaker at the AFP International Fundraising Conference]
- [Embracing the Growing Importance of Board Diversity: Philanthropy, Leadership & Board Engagement]

**Date: Monday, April 16, 2018**

**Session 3: 1:15 [pm] – 2:30 [pm] (1.25 pts)**

- [Planned Giving When That's Not All You Do]
- [Get Write on It! How to Publish through AFP]
- [Challenging Conversations in Uncertain Times: An Opportunity for Connection]
- [Five Steps to Build a Campaign Ready Major Gifts Program]
- [Getting Involved in the ACFRE Process]
- [Opinion Mining: How Fundraisers Can Discover New Gold through Sentiment Analysis]
- [He Said, She Said: Fixing Fundraising and Finance Failures]
- [Thriving as a Fundraising Professional in Work and Life!]
- [How Do You Know What You Know About Fundraising?]
- [Preparing for the C-Suite]
- [Building a Leadership Pipeline]
- [Prospect Research for People Who Hate Prospect Research]
- [The Introverted Fundraiser: How to Be Successful When You Just Want to Go Home]

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**Date: Monday, April 16, 2018**

**Session 4: 3:00 [pm] – 4:15 [pm] (1.25 pts)**

- [Best Practices on Managing a Face-to-face Fundraising Program: Data from the Door, Street and Mall]
- [Clean Donor Data: A Fundraiser's Best Friend]
- [The Innovation Imperative]
- [How Our Profession Can Be More Proactive Rather than Reactive in the Media, Social Media and Politics]
- [Using FEP Data to Make Good Decisions and Improve Your Fundraising Results]
- [Ethical Fundraising: It's Everybody's Business]
- [Islam & Philanthropy]
- [Asking Styles: A Revolutionary Concept in Fundraising AFP International 2018]
- [Mining for Gold: Maximizing Your Event's Host Committee]
- [The Risk of Under Investing in Fundraising: The Conversation Boards aren't having about Fundraising Effectiveness]
- [Always Look a Gift Horse in the Mouth]

**Date: Tuesday, April 17, 2018**

**Session 1: 8:00 [am] – 9:15 [am] (1.25 pts)**

- [Transforming Relationships by Managing Mid-Level and Legacy Donors Together!]
- [Donor Segmentation Isn't Just for Data Geeks]
- [Practicing Radical Philanthropy & Racial Justice as a White Accomplice]
- [Green Fundraising]
- [Why Good People Do Bad Things]
- [Prospect Development in Partnership]
- [50 Plus Ways to Love Your Donors]
- [Unlock the Secrets to Increase Giving to Your Faith-Based Organization]

- [Leading Your Team to Success... Even When You're Not the Team Leader]
- [Fundraising & The Law: The Annual Global Review of Recent Court Decisions & Legal Developments]
- [What Right Do You Have to Tell Us How Much to Spend on Fundraising?]

**Date: Tuesday, April 17, 2018**

**Session 2: 10:15 [am] – 11:45 [am] (1.5 pts)**

- [How to Raise More Money with Your Annual Fundraising Appeal]
- [Using the Logic Model - A Tool for Program Planning, Implementation and Evaluation]
- [Don't Quit! 5 Ways to Stay Successful and Sane as a Fundraiser]
- [Designing Powerful Partnerships that Transform Culture and Result in New Major Gifts]
- [Being a Diverse Fundraising Professional in an Alt-Right Era]
- [Inclusion in the Age of Diversity: A Conversation about Recruitment, Retention and Race in the Social Sector]
- [Building Trust for Collaboration and Impact: The Importance of Best Practices in Transparency and Accountability]
- [Telephone Fundraising – One Ring to Rule Them All]
- [From Good Intentions to More Web Donations]
- [Maximizing Corporate Sponsorships: Insights From Both Sides]
- [Fundraising: Challenges and Opportunities in a Changing World]

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

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