

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

Title of Activity: 2019 AFP International Conference

Names of Presenter(s): Various

Dates and Location: - March 31 – April 2, 2019 San Antonio, TX

Sunday, March 31, 2019

Session 1: 9:00 AM – 10:15 AM (1.25 pts)

- Effective Cultivation Techniques: The Ties that Bind
- How to Dial Down the Overwhelm
- Use the New 2019 Corporate Social Responsibility Trends to Win More Sponsorships
- The Brain TRUST: Working Productively With Your President/ Executive Director and Board
- Why Your Donor Doesn't Want to Meet, and What You Can Do About It
- Rebels, Renegades, and Pioneers: You Didn't Say That!? - Challenging Fundraising Discussions
- Hello Mr. Zuckerberg...Can We Have a Relationship?
- Growing Your Giving Day
- The Next Generation of Giving
- Microaggressions: A Major Hinderance to Effective Fundraising
- Ask for Anything – Artfully!
- Social Styles in Fundraising for the Emerging Fundraiser
- Strategies to Successfully Undergo a Digital Transformation

Sunday, March 31, 2019

Session 2: 10:45 AM – 12:00 PM (0.0 pts)

- Working with a Former Corporate CEO: A Candid Conversation
- Stewarding Donors with Dementia
- The Disney Difference: Newer, Greater, Better Ways of Wowing Donors and Exceeding Goals
- Tips & Tricks to Make Your Small Shop Bigger Faster
- Was the Fear Warranted? A Glimpse Into the Early Effects of the Tax Policy Changes
- Storytelling in the Real World
- The Fundraiser's Guide to Mid Level Donors
- Stupid Nonprofit Ads: What Great Fundraisers Can Learn from the Best of the Worst
- What Donors Are Saying About Bequests Motivation and Potential
- Career Moves For Young Professionals
- Rebels, Renegades and Pioneers: Getting Value from Your Top Talent – Does Money Equal Worth
- How to Create Your Organization's Donor Retention System

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/>

Sunday, March 31, 2019

Session 3: 4:00 PM – 5:15 PM (1.25 pts)

- Better Feedback Makes Better Managers
- Islam & Philanthropy
- The Blueprint for Fundraising Career Success
- Donors Are Data: Creating a Donor-Centered Fundraising Operation (Even If You're Data-Phobic)
- Negotiation Techniques to Make the Right Ask, the Right Way
- Capital Campaign Games: How will You Face the Challenges?
- Storytelling for Board Members: The Key to Unleash New Energy and Commitment
- In the Age of Wonder Woman, Why Do Men Still Rule the C-Suite?
- The Annual Campaign: Doing It Well and Then Doing It Even Better Next Year
- The Power of Strategy Maps to Transform Fundraising (on a single sheet of paper)
- Rebels, Renegades, and Pioneers: Let's Talk about the Elephant in the Room: Mental Health and the Non-profit Sector
- Ethics: It's Fun, and It's for Everybody
- Your Donor Base and Diversity

Monday April 1, 2019

Session 1: 8:00 AM – 9:15 AM (1.25 pts)

- Young Professionals and Junior Boards: Beyond the Kids' Table to Meaningful Engagement
- Thriving as a Fundraiser in Work and Life
- Practicing Gratitude, Learning From Fred Rogers, and Making Fundraising Easier and More Joyful
- How to Prepare a Crisis Communications Plan to Prevent Major-Donor and Foundation Fallout
- Amplifying Your Storytelling...Harnessing the Power of Media for Social Good

- Being Donor-Centered in Changing Times
- Do This, Not That: Proven Best Practices for Today's Fundraiser
- Gateway to Healing: Exploring How Donors Deal With Grief Through Philanthropy
- Massive Fundraising: How to Double, Triple or Quadruple Your Fundraising Income
- Rebels, Renegades and Pioneers: Migration at the Borders: Managing the Crisis
- The Fundraising Profession's Response to Tax Reform

Monday April 1, 2019

Session 2: 10:15 AM – 11:30 AM (1.25 pts)

- Cultivation Events: A Major Key to Successful Fundraising
- Nine Ways to Turbocharge Your Grant-Seeking
- The Seven Deadly Sins of Cause Sponsorship
- Social Listening for Deeper Donor Engagement
- Small Shop Survival Guide: How to Build a Thriving Fundraising Program Alone(ish)
- Are You Prepared to Let Your Donors Push You Around?
- The New Science of Fundraising: Neuroscience, Behavioral Economics, and Fundraising
- The Color of Money
- Ethics in the Age of Social Media
- Year-In-Review: Spanning the Globe for Recent Court Decisions & Legal Developments in Fundraising & Philanthropy
- Rebels, Renegades, and Pioneers: Managing for the Revolution (aka the Revolution Will Be Project-Managed)
- Face to Face with a Major Gift Donor for the First Time
- Pathways to the Major Gift Ask – Getting Referrals from Physicians and Professional Advisors

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/>*

Monday, April 1, 2019

Session 3: 1:15 PM – 2:30 PM (1.25 pts)

- Using Storytelling in Planned Giving – New Findings on Storytelling and Gifts in Wills
- Your Money is Tight Because Your Staff Isn't Right
- The Five-Step Foolproof Method for Any ASK!
- Prospect Research and Prospect Management: There Is No Silver Bullet!
- Don't be a Drag - Just be a Queen: How to Rule with LGBTQ Donors
- Inside the Mind of a Major Donor
- Introverts Unite: Unleashing the Hidden Fundraising Talents of the Most Undervalued People in the Room
- A Critical Look at Fundraising in the United States
- Be a Giant
- Getting Involved in the ACFRE Process
- Considering a Capital Campaign? Six Critical Tools You Need to Lead a Successful Campaign
- Everything We Know About Fundraising Is (Mostly) Wrong
- Fundraising from the Whole Community: Diversity as a Powerful Fundraising Strategy

Monday, April 1, 2019

Session 4: 3:00 PM – 4:15 PM (1.25 pts)

- How Do Great Fundraisers Become Great Managers?
- The Donors of Tomorrow: Effective Ways to Engage Young Donors
- Me, Myself, and I: Successfully Running a One-Person Development Shop
- Flies Round Their Eyes: How Should We Respect Beneficiaries' Dignity While Raising the Most Money?
- Better By Design: Practical Advice for Applying Donor-Centric Design Thinking
- Five Must Haves for Your Funder Site Visit

- The Case for Support Playbook: Using Unexpected Stories and Sticky Ideas to Engage Supporters
- The Five Strategic Planning Tools That Lead to Fundraising Success!
- Pay No Attention to that Woman Behind the Curtain! DirectMail in The Land of Oz
- The Secret Sauce That Turned \$100 Per Month into \$6.5 Million
- Rebels, Renegades, and Pioneers: From Making Waves to Creating A Tsunami of Change
- Overcoming Physician Objections to Grateful Patient Fundraising
- The Robots Are Coming: Artificial Intelligence and the Future of Fundraising

Tuesday, April 2, 2019

Session 1: 8:00 AM – 9:15 AM (1.25pts)

- Conquering Impostor Syndrome: Understanding and Demonstrating Your Value
- Major-Gift Cultivation and Stewardship at Special Events: It Can Work! A Case Study
- Through the Looking Glass: Articulating Your Identity as a Professional Fundraiser
- Forensic Philanthropy: What Killed Your Donor? How to Extend the Life of a Donor Relationship
- Digital Envy: Showcasing the Best of Digital Fundraising
- The Analytics Journey Throughout Your Campaign
- Is the Idea of Charity Getting in the Way of Change?
- Design Board Meetings that Elicit Governance and Fundraising
- Is Prospect Research Creepy? The Structure and Ethics of Prospect Research
- Building Donor Loyalty: Lessons from Research
- Embracing Innovation to Engage and Inspire Millennials and Gen Z to Give

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/>*

Tuesday, April 2, 2019

Session 2: 10:15 AM – 11:30 AM (1.25 pts)

- New Trends in Donor Stewardship: Saying “Thank You” All Year Long
- How to Use Email and Social Media to Create an Exceptional First-Time Donor Experience
- Sustainable Leadership for Mission Impact
- Our Best Donors Are Aging: Communicating to and Working With Seniors
- Inclusion in the Age of Diversity, Part II: Beyond Recruitment
- Friends with Benefits – Could Conscious Coupling be the New Future of Fundraising?
- Ready, Set, Succeed: Effective Onboarding for Fundraising Professionals
- Planned Giving by Phone? How Telephone Outreach Can Significantly Impact Your Planned Giving Program
- The Perfect Match: Corporate Volunteers will Make Donors “Walk into Your House”
- Who Can I Run To? Building Your Mentor Network
- Measuring Fundraising Effectiveness: The Conversations Nonprofits Aren’t Having
- Crowdfunding: How the Rules of Fundraising Have Changed
- Tax Reform and the Impact on Giving
- “How to Use AFP’s Donor Giving Data to Improve Your Fundraising Results”

Total Points Sunday, Session 1: _____

Total Points Sunday, Session 2: _____

Total Points Sunday, Session 3: _____

.....

Total Points Monday, Session 1: _____

Total Points Monday, Session 2: _____

Total Points Monday, Session 3: _____

Total Points Monday, Session 4: _____

.....

Total Points Tuesday, Session 1: _____

Total Points Tuesday, Session 2: _____

.....

Total number of points attained: _____

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/>*