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 ICON 2023  
Names of Presenter(s): - Various  
Dates and Location: - April 14 – 18, 2023, New Orleans, LA

Date: Friday, April 14, 2023  
Session 1: 8:00 [am] – 5:30 [pm] (8 pts)  
☐ - [Pre-Conference Deep Dive: Creating Engaging Donor Journeys that Lead to Legacies DAY 1]  
☐ - [Pre-Conference Deep Dive: CFRE Refresher Day 1]  
☐ - [Pre-Conference Deep Dive: Fundamentals of Fundraising Day 1]

Date: Saturday April 15, 2023  
Session 1: 8:00 [am] – 5:30 [pm] (8 pts)  
☐ - [Pre-Conference Deep Dive: Inspire, Ask and Repeat Transformational Giving! YES! I Want More Major Gifts!]  
☐ - [Pre-Conference Deep Dive: Donor Retention: A Self-Assessment Workshop]  
☐ - [Pre-Conference Deep Dive: Capital Campaign Fundraising: Ready, Set, Go!]  
☐ - [Pre-Conference Deep Dive: Creating Engaging Donor Journeys that Lead to Legacies DAY 2]  
☐ - [Pre-Conference Deep Dive: The Decision Science Laboratory - Applying Science to Solicitation]  
☐ - [Pre-Conference Deep Dive: CFRE Refresher Day 2]  
☐ - [Pre-Conference Deep Dive: A Development Professionals Guide to Human Resources]

Date: Sunday, April 16, 2023  
Session 1: 9:00 [am] – 10:15 [am] (1.25 pts)  
☐ - [Amplifying Impact Through Workplace Giving]  
☐ - [Because Fundraising Isn’t Challenging Enough: Spanning Recent Global Changes in the Law Impacting Philanthropy]  
☐ - [Creating a High-Performance Environment for Major Gifts]  
☐ - [Facets of Advancement Services: Avoiding Silos in the Pursuit of Institutional Advancement]  
☐ - [Fundraising Alchemy: The Science and Art of Integrated Campaigns]  
☐ - [Fundraising Possibilities the Pandemic Taught Us]  
☐ - [Grow Your Planned Giving Pipeline More Quickly and Efficiently by Re-thinking Donor Outreach]  
☐ - [Mid-Level, Sustainer, and Sophisticated Direct Response: How to Adapt to Shifting Donor Expectations]  
☐ - [Managing Up: Turning Your CEO into a Fundraising Rock Star]

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/
- [No Need for Drano- Learn How to Unclog Your Donor Pipeline Today]
- [Shifting the Donor Landscape Paradigm: Strategies to Increase Engagement and Philanthropy among Donors of Color]
- [Staff Complacency: The Leadership Blindspot that Demands Attention]
- [The Future of Fundraising: Why Philanthropy is in Trouble~ and How to Save it]
- [The Multicultural Majority: Who They Are and How They Are Changing]
- [Trends to Diversify Revenue Streams and Raise More Amid Economic Upheaval]
- [Insights From the 2023 Digital Outlook Report]

**Date: Sunday, April 16, 2023**

**Session 2: 10:45 [am] – 12:00 [pm] (1.25 pts)**
- [An Introduction to Latinx Fundraising]
- [Are your leaders leading fundraising?]
- [A Tale of Two Campaigns...and How the One that Failed Led Us to Future Success!]
- [Design Fresh Messaging: How to get the best thinking out of your development team]
- [Donor Pet Peeves and How to Address Them]
- [Establish, Grow or Reignite Gift Planning in Your Organization]
- [Facing The Dementia Dilemma Together: Collaboration between Charitable Gift Planners and Financial Planners]
- [Fundraising Innovation: How Canadian Organizations are Leading the Way]
- [Getting Your -$30: Maximizing the Potential of Your Volunteers]
- [It Starts With a Big IDEA: Values Alignment in Fundraising]
- [The Art of Collaboration]
- [The Secrets of Successful Succession Planning]
- [The Value of the Golfer Donor]
- [Trauma-Informed Fundraising - Understanding Your Role and the Donors]
- [Uncomfortable Conversations]
- [Design Fresh Messaging: How to get the best thinking out of your development team]

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[Leading Up: The Unique Influence of Fundraisers]
[Objecting! How to Address Donors’ Legacy Giving Concerns]
[Pulling the Heartstrings - Telling Your Story Effectively]
[Visualizing Data for Prospect Identification and Donor Metrics]
[Turning Adversity into Trust: How to Address Donor Concerns]
[Leading Up: The Unique Influence of Fundraisers]

Date: Monday, April 17, 2023
Session 3: 1:15 [pm] – 2:30 [pm] (1.25 pts)

- [Solving the Childcare Crisis in the Nonprofit Sector] NFR
- [A Narrative for Professional Fundraisers]
- [Activating an Equity-centered Development Department]
- [Challenges and Opportunities: Trends and Innovations Impacting Fundraising Worldwide]
- [Deliberate Design for Successful Board Governance & Composition: A Case Study]
- [Digital Philanthropy: Relationship-Building through Online Fundraising Strategies]
- [Donor Acquisition vs Donor Retention: Where to focus your money]
- [From Practice to Research to Practice]
- [How to Plan an Effective Capital Campaign Using New Tools and Technology]
- [How to Align Donor’s Heart and Mind With Our Fundraising Desires]
- [Leading Up: The Unique Influence of Fundraisers]
- [Objecting! How to Address Donors’ Legacy Giving Concerns]
- [Pulling the Heartstrings - Telling Your Story Effectively]
- [Visualizing Data for Prospect Identification and Donor Metrics]
- [Turning Adversity into Trust: How to Address Donor Concerns]

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Upgrading Naming and Recognition Practices
New Perspectives on Building Inclusive Structure, Attract & Retain
Session 1:
NFR Supporters with Peer and Wellbeing At Work
Solicitation Strategy
Giving Patterns and How to Customize Your
From How Raise Millions Dollars
that Big Gift
Your Organization
Your Donors Happy
Data That Will Drive Your Work
Communications Plan
(How We’re Transforming Our AFP
Chapter Through a Commitment to IDEA)
(How You Can Gather Focus Group Data That Will Drive Your Work)
(How to Create an Integrated and Inclusive Development and
Communications Plan)
(How We’re Transforming Our AFP
Chapter Through a Commitment to IDEA)
(How You Can Gather Focus Group Data That Will Drive Your Work)
(How to Create an Integrated and Inclusive Development and
Communications Plan)
(NFR)

Date: Monday, April 17, 2023
Session 4: 3:00 [pm] – 4:15 [pm] (1.25 pts)
☐ - [A (Cis) Man’s Place Is in This Session: No, Really. Come to This Session] NFR
☐ - [Avoiding Campaign Calamities]
☐ - [Becoming an antiracist learning community]
☐ - [Breaking the Generational Divide - A Key to Legacy Success]
☐ - [HEARD: How to Become a Better Leader - and Fundraiser - Through Active Listening]
☐ - [How to Overcome THEM]
NFR

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Date: Tuesday, April 18, 2023
Session 2: 10:15 [am] – 11:30 [am] (1.25 pts)
☐ - [To Infinity and Beyond Moves Management]
☐ - [The Roots Run Deep: Disrupting Institutional Racism & Unethical Behavior As a Leader]
☐ - [Responsive nonprofits: How to build resilient teams & drive sustainable growth]
☐ - [Purposeful Organization Growth]
☐ - [Planned Giving for People Who Are New to Planned Giving]
☐ - [Pathway to Philanthropist: How FIU is Redefining Charitable Giving]
☐ - [Mystery, Tragedy, Fantasy, Adventure… Are You Telling Your Board the Right Fundraising Story?]
☐ - [Innovation, Scientists, Experiments, and Pilot Projects...Oh My! Fundraising for Research]
☐ - [Houston, we have a problem. Ten Reasons Why You Need a Crisis Management Plan.]
☐ - [From Young Pro to Emerging Leader: How to Maximize AFP to Build Your Career!]
☐ - [Donor Advised Funds, Community Foundations, and You: Working Together to Grow Philanthropy]
☐ - [Cognitive Impairment in Donors: Are You Prepared?]
☐ - [2022 Fundraising Effectiveness Project: Using AFP’s Donor Giving Data to Improve Your Fundraising Results]
☐ - [Marketing + Fundraising: A Collaborative Framework That Builds Community & Funding Growth]
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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Total number of points attained: __________