



Continuing Education Point 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 Organiser: - NEAHP
Title of Activity: - 2013 Annual Educational Conference
Names of Presenter(s): - See Conference Program
Dates and Location: - March 10-12, 2013 – Providence, RI, USA

Date: Monday, March 11, 2013

Session: 8:45 a.m. – 10:00 a.m. (1.25 pts)

- Building Donor Loyalty in Today’s Environment (Andian Ssargeant PhD)

Session: 10:45 a.m. – 12:00 noon (1.25 pts)

- What Your Development Staff Really Wants From You as Their Leader (Deborah Guthrie and Cynthia Outhouse)
- Legacy Giving Building Blocks – A Simple Approach to Attracting Long-term Support (Caleb B. Rick, JD)
- Establishing a Grateful Patient Annual Giving Program (William S. Littlejohn)
- Forging Relationships with Internal and External Partners for Grant Writing, Implementing, and Reporting Success (Julie Norko and Robert Schmelzer)
- Best Practices in Healthcare Prospecting (Christopher J. O’Connor, CFRE, Paul Greenberg Neves, Sarah Christopher, Dave Chase)

Session: 2:00 p.m. – 3:15 p.m. (1.25 pts)

- Team Success: A Contact Sport – Part 1 (Deene Morris, MA, CFRE)
- Physician Engagement in Grateful Patient Fundraising (Richard C. Peck, MBA, CFP)
- Direct Mail Today: Best Practices for Achieving Results (John Beetz, Michelle Boermeester, Linda Fanares, Ellen Kallman)
- Reform, The Election, ACOs and What to Expect for Hospice/LTC/VNAs Strategic Implications for Philanthropy (William C. McGinly, Ph.D, CAE)
- The Good, the Bad and the Ugly: What’s Working (and What’s Not) in Donor Stewardship (Betsy Cross, CFRE, and Robin Good)

Session: 3:45 p.m. – 5:00 p.m. (1.25 pts)

- Team Success: A Contact Sport – Part 2 (Deene Morris, MA, CFRE)
- Sustainable Major Gift Programs (Christopher J. O’Connor, CFRE)
- Strategic Planning for Annual Giving and the Metrics to Support It (Amy Schrom)
- So You’re doing a Capital Campaign – What’s First? (Cathy LaRocca)
- Small Shop Fundraising (Michele Berard, MBA, CFRE)

Date: Tuesday, March 12, 2013

9:30 a.m. – 10:45 a.m. (1.25 pts)

- Talking Turkey: The Plain Truth about Managing Your Board and Working with Your CEO (Ann Thompson-Haas, FAHP and Pamela Puleo, FAHP, CFRE)
- Passion, Planning & Practice: The Art of Building and Maintaining Relationships and Getting to the Ask (Mark Cummings)
- Integrated On-line Fundraising in Annual Fund and Campaign Initiatives (Nicco Mele and John Donovan)
- Land Rich and Cash Poor (Jack Sawyer, Esq.)
- She’s Not Your Mama’s Mama: Women’s Philanthropy Circa 2012 (Dorothy A. Allen, FAHP and Agatha Saint Amour)

Session: 11:00 a.m. – 12:15 p.m. (1.25 pts)

- Why Do They Do It? Mega Gifts to Your Institution (Peter Ghiorisi and others)

Total number of points attained: _____