



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:** - Philanthropy Partners of the Cape and Islands  
**Title of Activity:** - Philanthropy Day on Cape Cod  
**Names of Presenter(s):** - many  
**Dates and Location:** - November 8, 2017 – Hyannis, MA

### Date: November 8, 2017

#### **Plenary: 9:00 am – 10:30 am (1.5 pts)**

- The Foundations of a Solid Fundraising Strategy

### Date: November 8, 2017

#### **Session I: 10:45 am – 11:45 am (1.0 pt)**

- Business Facebook-Strategies for Exploiting the Platform to Your Non-Profit's Benefit
- Engaging Donors Even in the Off-Season
- Top 10 Characteristics of a Successful Fundraising Board
- When Your Work is Valued, Your Worth Increases, but How?

### Date: November 8, 2017

#### **Distinguished Service to Philanthropy Awards & Luncheon : 12:00 pm – 1:30 pm (1.0 pt)**

### Date: November 8, 2017

#### **Session II: 1:45 pm – 2:45 pm (1.0 pt)**

- Donor Retention and Commitment Made Easy
- Starting the Gift Planning Discussion: Breaking the Ice with Your Prospects and Donors
- The Good, The Bad, The Ugly: The Truth Behind the Work and Responsibilities of Non-Profit Board Work
- The Pan-Mass Challenge (PMC): Improve Your Event Results Through These Lessons From the Giant

### Date: November 8, 2017

#### **Session III: 3:00 pm – 4:00 pm (1.0 pt)**

- Defining the Donor: Using Your Data to Build Better Constituent Relationships
- Keeping the Devil Out of the Details of Your Financial Information
- The Role of the CEO or Executive Director in Major Gifts and Personal Solicitations
- Topical Networking Roundtable Sessions

**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.

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