



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: - Association for Healthcare Philanthropy
Title of Activity: - 2023 Madison Institute: Advanced Skills for Major Gifts
Names of Presenter(s): - Various
Dates and Location: - July 16-21, 2023 – Madison, WI

Date: July 16, 2023

Session 1: 5:00 pm – 6:30 pm (1.5 pts)

- Welcome: Making the Most of the Madison Experience; Active Listening

Date: July 17, 2023

Session 1: 8:00 am – 9:00 am (1.0 pts)

- General Session: State of the Union of Healthcare Philanthropy

Session 2: 9:00 am – 10:00 am (1.0 pts)

- Keys to Success in Major Gifts: Two-Minute Connection Dialogue

Session 3: 10:15 am – 11:45 am (1.5 pts)

- Major Gift Skill Set and Essential Tools

Session 4: 1:00 pm – 2:30 pm (1.5 pts)

- Articulating the Case

Session 5: 3:00 pm – 4:30 pm (1.5 pts)

- Three Best Ways to Build Pipeline

Date: July 18, 2023

Session 1: 7:30 am – 8:30 pm (1.0 pts)

- General Session: Inclusive Philanthropy

Session 2: 9:00 am – 10:30 am (1.5 pts)

- Strategic Leadership Engagement

Session 3: 10:45 am – 12:15 pm (1.5 pts)

- Physician Advocates, Grateful Patients

Session 4: 1:15 pm – 3:00 pm (1.75 pts)

- Major and Planned Giving; Blended Gifts

Session 5: 3:30 pm – 5:00 pm (1.5 pts)

- Closing the Gift

Date: July 19, 2023

Session 1: 7:30 am – 8:30 am (1.0 pts)

- General Session: Privacy

Session 2: 9:00 am – 10:15 pm (1.25 pts)

- Stewardship

Session 3: 10:30 am – 12:00 pm (1.5 pts)

- Designing Donor Strategies

Date: July 20, 2023

Session 1: 8:30 am – 10:00 am (1.5 pts)

- Unsticking Stuck Situations Part 1

Session 3: 10:15 am – 11:45 am (1.5 pts)

- Unsticking Stuck Situations Part 2

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/>

Session 4: 12:45 pm – 2:00 pm (1.25 pts)

- Role Play/Donor Visit Part 1

Session 5: 2:30 pm – 4:30 pm (2.0 pts)

- Role Play/Donor Visit Part 2

Date: July 21, 2023

Session 1: 8:45 am – 10:45 am (2.0 pts)

- Advancing Your Career

Total number of points attained: _____

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