



CERTIFIED FUND RAISING EXECUTIVE

Approved Provider for  
Continuing Education 

## 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:** - AHP  
**Title of Activity:** - 2022 AHP Annual International Conference  
**Names of Presenter(s):** - Various  
**Dates and Location:** - October 25-28, 2022, Chicago, IL

**Date: Tuesday, October 25, 2022**

**Pre-Conference Workshop: 1:00 [pm] – 5:00 [pm]  
(4 pts)**

- [AHP Development Primer (Part 1)]
- [AHP Advanced Course (Part 1)]
- [Elevate: Coaching Essentials for Managers (Part 1)]
- [Session Title]

**Date: Tuesday, October 25, 2022**

**Pre-Conference Workshop: 3:00 [pm] – 5:00 [pm]  
(2 pts)**

- [Chief Development Officer Forum (Part 1)]

**Date: Wednesday, October 26, 2022**

**Session 1: 8:00 [am] – 12:00 [pm] (4 pts)**

- [AHP Development Primer (Part 2)]
- [AHP Advanced Course (Part 2)]
- [Elevate: Coaching Essentials for Managers (Part 2)]
- [Chief Development Officer Forum (Part 2)]

**Date: Wednesday, October 26, 2022**

**Session 1: 1:00 [pm] – 2:30 [pm] (1.5 pts)**

- [Building, Selling, and Delivering Corporate Partnerships and Cause Marketing Programs]
- [Burnt Out: How to Regain Control of Your Life]
- [The Public Phase Isn't A Phase — Not Anymore: A Philanthropy Communication Strategy Workshop"]

- [Gianni Deepdish's Big Gift: A Case Study on Gift Planning Conversations]
- [Harnessing the Changing Needs of Mid-Level Donors For Growth!]

**Date: Wednesday, October 26, 2022**

**Session 2: 3:00 [pm] – 4:00 [pm] (1 pt)**

- [How Philanthropy Teams Are Navigating Healthcare Financial Volatility]
- [Building a Case for Support around Operations]
- [BIPOC Networking Discussion]
- [Navigating Employee Giving After Layoffs]
- [The Changing Landscape of Physician Structure & Its Impact on Philanthropy]
- [Your Perspective On "The Great Resignation?" From Where You Sit]

**Date: Wednesday, October 26, 2022**

**Keynote: 5:00 [pm] – 6:30 [pm] (1.5 pts)**

- [Lisa Damour]

**Date: Thursday, October 27, 2022**

**Session 1: 9:00 [am] – 10:00 [am] (1 pt)**

- [All About the Data: How to Drive Your Giving Pipeline]
- [Creating a Culture of Philanthropy Through Team Member Experience]

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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<http://www.cfre.org/continuing-education/my-education-finder/>

- [Get Ready for 2023 with a Look at 2022 Healthcare Philanthropic Data]
- [The Halo Effect: How High-Performing Philanthropy Elevates an Entire Organization]
- [Two Regional Hospitals, Numerous Transformational Gifts: Key Takeaways and Strategies]
- [Getting Even: Gratitude Inspired Philanthropy]

**Date: Thursday, October 27, 2022**

**Session 2: 10:45 [am] – 11:45 [am] (1 pt)**

- [7 Hacks for Making Your Board Better]
- [Beyond the Referral: The Pathway to Forging True Clinician Partnerships]
- [Building an Inclusive Culture in Healthcare Philanthropy: Transparent Conversations from Diverse Professionals]
- [Going Digital with Grateful Patient: Perspectives from Hospital Leaders]
- [The Big Finish: Developing an Effective Year-End Campaign]
- [The Great Wealth Loss]

**Date: Thursday, October 27, 2022**

**Session 3: 1:15 [pm] – 2:15 [pm] (1 pt)**

- [#BeBraveEngage: Amplify Your Organization's Impact Through Stakeholder Engagement]
- [A Thriving Culture in the New Normal]
- [Best Practices for Building Annual Giving to Feed the Major Gift Pipeline]
- [Finding Success Campaigning for a New Pediatric Mental Health Hospital]
- [More Than an IDEA: Developing Inclusive Fundraising Practices Through Culture]
- [How to Make the Case for More Resources]

**Date: Thursday, October 27, 2022**

**Session 4: 3:00 [pm] – 4:00 [pm] (1 pt)**

- [Express Talk: Black Men's Health Advocacy: Building It from the Ground Up]
- [Express Talk: Email Marketing Best Practices and Other Nerdy Secrets]
- [Express Talk: Engaging Millennial Donors]
- [Express Talk: The Moment I Realized I Was a Terrible Leader, and What Happened Next]

- [Express Talk: What if I Say the Wrong Thing?]

**Date: Friday, October 28, 2022**

**Session 1: 9:00 [am] – 10:00 [am] (1 pt)**

- [Awakening the Sleeping Giant of Latinx Philanthropy]
- [Health Equity: Opportunities for Fundraising Growth]
- [How To Prepare Your Pipeline For A Fundraising Campaign]
- [Legacy Giving for All Seasons]
- [Reimagining Events]
- [Your doctors Are Using AI. Why Aren't You?]

**Date: Friday, October 28, 2022**

**Session 2: 10:45 [am] – 11:45 [am] (1 pt)**

- [Coaching the Coach: Elevating the Physician Champion]
- [Combating the Great Resignation: Strategies to Optimize Lean Development Teams]
- [Growing Your Legacy Society: Why Aren't We Asking?]
- [How to Crush it in Advancing Community Health]
- [Navigating Challenging Donor Conversations in a New Era of Philanthropy]
- [Using Data to Inform Strategic Decision-Making]

**Date: Friday, October 28, 2022**

**Keynote: 12:00 [pm] – 1:15 [pm] (1 pt)**

- [Collecting Courage panel]

**Date: Friday, October 28, 2022**

**Session 3: 1:30 [pm] – 2:30 [pm] (1 pt)**

- [Beyond Grateful Patient Fundraising: Engaging Non-Patient Donors in Healthcare Philanthropy]
- [Getting the Enthusiastic YES!]
- [Industry Performance by the Numbers: Trends from the 2022 AHP Report on Giving]
- [Lifting As We Climb: Increasing Diversity Outcomes in Healthcare]
- [Our Donors and Communities Need Us: Creating Unparalleled Culture and Experiences]
- [The Brave New World of Crypto-Philanthropy]

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Date: Friday, October 28, 2022

Keynote: 2:45 [pm] – 3:30 [pm] (1 pt)

- [Dr. Dale Okorodudu]

Total number of points attained: \_\_\_\_\_

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