



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:** - [Association of Healthcare Philanthropy]  
**Title of Activity:** - [2016 AHP Annual International Conference]  
**Names of Presenter(s):** - [Various]  
**Dates and Location:** - [October 26-29, Chicago, Illinois]

### Date: Wednesday, October 26, 2016

**Pre Conference Workshop: 8:00 [am] – 4:00 [pm]**  
(7 pts)

- [Primer Workshop]
- [Advanced Course Workshop]

### Date: Wednesday, October 26, 2016

**Pre Conference Workshop: 8:00 [am] – 12:00 [pm]**  
(4 pts –NFR: Not Fundraising Related)\*

- [HIPAA Workshop]

### Date: Wednesday, October 26, 2016

**Pre Conference Workshop: 1:00 [pm] – 4:00 [pm]**  
(3 pts –NFR: Not Fundraising Related)\*

- [CDO Workshop]

### Date: Thursday, October 27, 2016

**Keynote: 9:00 [am] – 10:15 [am] (1.25 pts)**  
 - [Compelling Conversation with Mark Shriver]

### Date: Thursday, October 27, 2016

**Session 1: 11:00 [am] – 12:15 [pm] (1.25 pts)**

- [Transition to Leadership]
- [First Things First]
- [Engaging Clinical & Research Faculty in Major Gift Fundraising]
- [A Playbook for Transformational Gift Development]
- [Aligning Philanthropy & Population Health Management]
- [The Dynamic Landscape of Philanthropy]

### Date: Thursday, October 27, 2016

**Session 2: 1:15 [pm] – 2:30 [pm] (1.25 pts)**

- [What's New & Next for Boards]
- [Be Ready for Demographic Forces That Challenge Healthcare & Spur Philanthropy]
- [Sharing Your Mission/Impact Through Storytelling]
- [Speaking As One: Inspiring Volunteers Through Strategic Planning]
- [Successful Philanthropy Programs Need a Highly Engaged CEO: Fact or Fiction?]
- [Creating a Philanthropy Residency Program]

### Date: Thursday, October 27, 2016

**Closing Session: 3:00 [pm] – 4:30 [pm] (1.5 pts)**

- [Compelling Conversation with Herdley O. Paolini]

### Date: Friday, October 28, 2016

**Session 1: 9:00 [am] – 10:15 [am] (1.25 pts)**

- [Creative Methods for Aspirational Storytelling]
- [Getting Started in Charitable Planned Giving]
- [Developing Dynamic Philanthropic Operations Teams to Increase Efficiency & Raise More Money]
- [Shaken & Stirred; Blended Gifts from a Major Donor]
- [Managing the Good, the Bad, & the Ugly: How to Steer a Non-Traditional Campaign]
- [If You Don't Know Where You Are Going... Then Any Road Will Get You There!]

Find more **CFRE approved** continuing education opportunities on **My Education Finder:**  
<http://www.cfre.org/education/my-education-finder/>

**Date: Friday, October 28, 2016**

**Session 2: 10:45 [am] – 12:00 [pm] (1.25 pts)**

- [Donor Centered Stewardship]
- [The Chief Nursing Officer: An Important Development Partner]
- [Optimize Special Events As Part of Your Strategic Fundraising Plan]
- [Partnering For Success: Can this Marriage Work]
- [How Storytelling Can Turn Into Donors]
- [The Power Couple: Direct Mail & Digital Working Together to Raise More Money]

**Date: Friday, October 28, 2016**

**Keynote: 12:00 [pm] – 1:45 [pm] (1.75 pts)**

- [Compelling Conversation with Brigid Shulte]

**Date: Friday, October 28, 2016**

**Session 3: 2:15 [pm] – 3:30 [pm] (1.25 pts)**

- [The Campaign is Dead: Long Live the Campaign]
- [That's Not My Job! Or is it?]
- [50 First Dates]
- [Sharing Resources & Bridging the Gap Between Hospital Fundraising & Marketing Teams]
- [Sleepless in San Diego... And Elsewhere]
- [Leveraging Real-Time Analytics to Build Your Annual Giving Program]

**Date: Friday, October 28, 2016**

**Session 4: 3:45 [pm] – 5:00 [pm] (1.25 pts)**

- [Discovering New Twists for Time-Honored Techniques]
- [The Journey to a New Model of Healthcare System Fundraising]

- [Creating Million Dollar Gifts & a New Era of Philanthropy with Physician Partners]
- [A Challenge Times Two: Launching a Capital Campaign While Conducting Foundation Systemization]
- [Benchmarking to Drive Fundraising Success]
- [Cultivating Internal Relationships]

**Date: Saturday, October 29, 2016**

**Session 1: 9:00 [am] – 10:15 [am] (1.25 pts)**

- [An Opportunity for Growth: Embracing the Opportunities of Health Care's New Paradigms]
- [Discovering Opportunity: The Fundamentals of Successful Grateful Patient Programs]
- [Engaging Young Professionals]
- [A Plan, A Team, A Goal]
- [Showing Relevance to Your Board & C-Suite through Performance Benchmarking]

**Date: Saturday, October 29, 2016**

**Session 2: 10:30 [am] – 11:45[am] (1.25 pts)**

- [A Donor (& Staff) Pipeline: Creating A Midlevel Giving Program]
- [Managing the Complexities of Academic Medicine Partnerships]
- [Successfully Applying a Matching Gift Challenge to Inspire Your Campaign]
- [A Brief Study of Health System Development Program Architecture]
- [Session Title]

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

**\*NFR (non fundraising) courses may be applied to the maximum 10 points of NFR points allowed on the CFRE application.**