CONTINUING EDUCATION POINTS TRACKER

Activity Organizer: Dallas & Fort Worth AFP Chapters
Names of Presenter(s): Various
Dates and Location: May 6, 2016 - Convention Center, Irving, TX

Opening Session: 8:00 am – 9:15 am (1.0 pts)
☐ - Keynote Speaker Jerold Panas: The Future Isn’t What It Used to Be, What’s Happening in Philanthropy?

Session 1: 9:40 am-10:40 am (1.0 pts)
☐ - M. Ann Abbe: Mind the Gap, Growing Prospects between the Annual & Major Giving Vacuum
☐ - Roni Ido: Portfolio & Moves Management, The Pyramid Prospect Management
☐ - Judy Shannon: Fostering Philanthropy Through Targeted Volunteer Recruitment
☐ - Kathleen M. Gibson: A Grand Vision, Creating an Event for your Milestone Anniversary that will Steward and Inspire Donors for Years to Come
☐ - James Noffke: What Keeps You Up at Night?
☐ - Jerold Panas: Shaking the Money Tree
☐ - Steven Shattuck: The Art & Science of Retaining Digital Donors
☐ - Carol Rylander, CFRE: Your Impact Speech, Is it Boring or Compelling?
☐ - Heather Reynolds: Planned Giving From Start to Finish—How Catholic Charities Started a PG Program, Past, Present & Future

Session 2: 11:05 am-12:05 pm (1.0 pts)
☐ - Matthew G. Wright, JD: Getting More Than “Yes,” How to Improve Donor Negotiations
☐ - David Lamb: Prospect Research for the Non Researcher
☐ - Suzanne Smith & Millicent Boykin: Board Engagement, Reawaken the Force
☐ - John Gilchrist, CFRE, FAHP & Karen K. Martin, CFRE, MBA: Donor Retention, “Board, We Have a Problem”
☐ - Mike Rosa: The North Texas Economy
☐ - Jay Love: Major Gifts for Small Shops
☐ - Robert Kurtz: Website Best Practices for Non-Profits
☐ - Lisa Chmiola, CFRE & Emily Reed: #XY Donors, Cracking the Code of Communicating with Younger Donors
☐ - Kent C. Weimer, CAP & R. Michael George, CFRE: Starting the Planned Giving Conversation

Session 3: 1:25 pm-2:25 pm (1.0 pts)
☐ - Jill Arendondo: Enhancing Your Annual Direct Mail Program
☐ - Sheridan Joslin: Building a Culture of Philanthropy Belongs to Everyone
☐ - Rachel Muir, CFRE: Why Your Board Is Afraid of Fundraising and How to Fix it
☐ - Jennifer Johnson, CFRE: Donor Relations Beyond the Basics
☐ - George E. Engdahl, MA: Lessons in Leadership, How to Manage a Campaign During Multiple Crises
☐ - Cindy Scott, CFRE & Beth Dexter, CFRE: The Six Secrets of Major Gifts
☐ - Krishna Kelley, MNpS: Slice & Dice: How Segmenting Data Can Lead to Better Results
☐ - Barbara Clark-Galupi, CRFM & Dan Leal: Marketing Supports for the Fundraising Campaign
☐ - Joni Hart & Merilee Kuylen: The Importance of Stewardship to Planned Giving

Session 4: 2:55 pm-3:55 pm (1.0 pts)
☐ - Ann Ranson: Beyond Tickets & Trash, Selling Sponsorships
☐ - Schuyler Lehman: 5 Critical Factors to Campaign Success
☐ - Craig Schaefer: Fundraising 101 for Staff and Volunteers
☐ - Jerry F. Smith, CFRE: Expect To Close, and Keep The Door Open
☐ - Chad Houser: My Experience as a “Social Entrepreneur”
☐ - Holly Hull Miori MTS, CFRE: How NOT to Take the Money and Run, Leveraging Major Gifts
☐ - Mary Beth Harrington: Defining Social Media Beyond Friends—Optimizing Special Events
☐ - Niki McCuistion: The Art and Science of Cause Storytelling
☐ - Roy Grisham, CPCU & Ray Croff: Using Planned Gifts to Increase Major Gifts

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.

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