



## 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:** - AFP International  
**Title of Activity:** - AFP ICON 2024  
**Names of Presenter(s):** - Various  
**Dates and Location:** - April 7-9, Toronto, Ontario

### **Date: Friday, April 5, 2024**

#### **Pre-Conference: 8:00 [am] – 5:30 [pm] (8 pts)**

- [Fundamentals of Fundraising]
- [CFRE Refresher]

### **Date: Saturday, April 6, 2024**

#### **Pre-Conference: 8:00 [am] – 5:30 [pm] (8 pts)**

- [Fundamentals of Fundraising]
- [CFRE Refresher]
- [Capital Campaign Fundraising: Ready, Set, Go!]
- [Create the Ultimate, Money-Raising, Donor Engaging Comprehensive Fundraising Plan]
- [Donor Retention: A Self-Assessment Workshop]
- [Engaging Meaningfully with Donors Through a Gift in Will Pipeline]
- [How to Write a Case for Support that Will Inspire Donors to Give]
- [The Donor Decision Lab: Using Behavioral Science to Engage Supporters]
- [The Future of Fundraising Events – Reimagining Events for New Generations of Donors]
- [You've Got The Chops: Speaking for Results]

### **Date: Sunday, April 7, 2024**

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

- [2022 Stewardship Survey Results: Sharing Best Practices]
- [Building the House: Applying Project Management Principles to the Grant Proposal Process]
- [Creating Real, Token Free Board Diversity]
- [Driving Impact: How to Supercharge Your Golf Tournament's Fundraising Power]
- [Getting Help: Engaging Volunteers to Grow Your Gift Planning Program]
- [How to Communicate your Cause using the 3 Vs of Communication]
- [Influencing and Informing Your Organization's Vision for Philanthropy]
- [Learning To Speak about Love in Fundraising: New Research from 2023]
- [Making Sense of Fundraising: What's Working in '24 and More]
- [Show Me the Money, Securing Lucrative Sponsorships]
- [Small Shops Big Success in Planned Giving]
- [Strategies for Indigenous Engagement in Fundraising: Lessons Learned and Shared]

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.

- [The Annual Global Review of Legal Developments & Court Decisions Impacting Fundraising and Philanthropy]
- [The Downside of Donor Centric Fundraising]
- [The Status of Canadian Fundraising Report: Current Trends, Examples and Advice to Drive Growth (Blackbaud)]

**Date: Sunday, April 7, 2024**

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

- [Before Lights, Camera, ACTION!]
- [Creating a Framework for Compassionate & Ethical Storying Telling]
- [Empowering Communication Strategies Within The Disability Sector]
- [From Capitol Hill to Nonprofits: how understanding public policy makes you a better fundraiser]
- [From Click to Impact: Enhancing Your Online Donation Journey]
- [Fundraising Intelligence: The New Standard in Modern Fundraising]
- [Hacking Human Wetware - The Art and Science of Neurophilanthropy]
- [Inspire and Influence Others to Act: Get Out of Your Head. Get Into Your Heart!]
- [Making the Ask- using neuroscience in your solicitation]
- [Philanthropy is Black History: The Untold Stories of Black Philanthropists]
- [Preparing Before, During, and After for Stellar Engagement]
- [So, You're Thinking About Leadership?]
- [Sway the Doubters: Change the Narrative for Professional Fundraising]
- [The Journey from 2 to 10 Million: Capital Campaigns and Identity]
- [When the Going Gets Tough, The Generous Get Going: How Market Shifts Affect Charitable Giving]

**Date: Sunday, April 7, 2024**

**Session 3: 4:00 [pm] – 5:15 [pm] (1.25 pts)**

- [Cognitive Impairment in Donors: Best Practices & Considerations]
- [Faith, Fundraising, & Death - 3 traditions, unlimited questions]
- [Fill your Prospect Pipeline: Internal and External Methods to Finding Your Next Major Gift Donors]

- [Fundraising Effectiveness Project 2023 Review - Sector Trends and What To Do About Them]
- [Get Q'd In! Advance Your Mission by Engaging LGBTQIA+ Donors]
- [How to Convert Fans to Donors - A Fundraisers Guide to Social Media]
- [How to engage with Latinx Community and thrive!]
- [Interactive Listening Workshop: AI for Fundraisers]
- [Matching the Ask to the Motivation]
- [She Leads: Navigating Leadership in Nonprofit and Beyond]
- [Taking Care of Your Workforce: Innovations in Mental Health Care]
- [The New AFP Code of Ethics- Understanding and Using it.]
- [Treat Stewardship as the Year-Long Celebration of the Gift- and Here's How to do it!]
- [Women's Leadership Journeys: Success in the face of organizational design, diversity and imposed imposter syndrome]

**Date: Monday April 8, 2024**

**Session 1: 8:00 [am] – 9:15 [am] (1.25 pts)**

- [AFP Government Advocacy in Canada]
- [Capital Campaigns: Top Trends and Best Practices to Help You Plan a Successful Campaign]
- [Challenges of Being A Black Male In Fundraising]
- [Culture Shock: Understanding Death Rituals and Superstitions in a Diverse World]
- [Don't Close the Door on Your Donors: Intentional Inclusivity in Fundraising Events]
- [In a Donor Experience, Everything is Love or Lost]
- [Let's Get Critical: Rethinking Research & Evidence for the Sake of Better Practice]
- [Leverage Top Trends for Engaging Your Healthcare Philanthropy Board]
- [Leveraging Logic Models to Elevate Your Grant Writing and Reporting Prowess]
- [Low Code App Development: A First Step to Creating Your Own AI Powered Tools]
- [No Nonsense Must-Haves for Major Giving Success NOW!]

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- [Stepping Out to Fit In: How diverse consultants are reaching success on their own terms]
- [Transform Your Relationships: How to Turn Volunteers and Donors Into Super Supporters]
- [Why difficult ethical questions and dialogue are vital for a robust organizational culture]

**Date: Monday April 8, 2024**

**Special Session: 9:45 [am] – 11:45 [am] (2 pts)**

- [Breaking the Silence: Confronting Anti-Black Racism in AFP]

**Date: Monday April 8, 2024**

**Session 2: 10:15 [am] – 11:30 [am] (1.25 pts)**

- [De-Mystifying AI: Making sense of ChatGPT and Fundraising in the Age of AI]
- [Demystifying Wellbeing: Taking the "Woo Woo" out of Individual and Organizational Wellbeing]
- [Engaging Stakeholders to Champion Philanthropy]
- [Exploring the Influence, Trends, and Education of the Hispanic and Latinx Community in American Philanthropy]
- [Get to know your donors to increase engagement. Legal Aid and their LGBTQ+ audience]
- [Just Do It! Kickstarting Your Inclusive Fundraising & Communications Practice]
- [Mastering the Art of Year-Round Donor Engagement: Strategies to Acquire, Retain, and Inspire Donors]
- [Must Wear Pants: Legacy Events Coming out of Covid]
- [Planning and Budgeting for Fundraising Success]
- [Stewardship: Why We Need to Say Thank You" So Many Times]
- [The fundraising profession taking over the world]
- [The Future of Fundraising is Female: Fundraisers & Donors Explore]
- [Unlocking the Potential of Donor Advised Funds: Insights from the National Study on DAFs]

- [Why Direct Mail + Digital is the Perfect Pairing to Recruit Young Donors]

**Date: Monday April 8, 2024**

**Session 3: 1:30 [pm] – 2:45 [pm] (1.25 pts)**

- [Building Healthy Relationships Inside Your Organization to Best Serve Donors]
- [Chasing Money, Power, Respect and the Uncharitable Impact of Inequitable Fundraising]
- [Corporate Giving Officers' Top Ten Turn-Offs, Straight from the Donor's Mouth]
- [Curating THE Volunteer Experience]
- [Digital Marketing & Fundraising in 2024: How To Align Campaign Strategies To Maximize Results]
- [Everything You Need To Know About African American High Wealth Donors]
- [From Talk to Walk: Building a Diverse Donor Base through Authentic Partnerships]
- [How to Create a Donor Newsletter That Raises Money]
- [How to Implement Strategies for Increasing Engagement and Philanthropy among Donors of Color]
- [Learn About The Advanced Credential in Fundraising, Its time to Get Involved in ACFRE]
- [Less Attrition, More Funds Recipes to Improve Stewardship and Philanthropic Culture From Donors and Boards]
- [Nine Simple Ideas to Increase Your Legacy Gifts]
- [Predications and Personalization: Leveraging AI to Supercharge Your Nonprofit through Precision Philanthropy]
- [Realigning fundraising for the "dollars up, donors down" era]
- [Using an Equity Lens to Create Gift Acceptance Policies]

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**Date: Monday April 8, 2024**

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

- [AI for Fundraising: Your Quick-Start Guide]
- [Be Bold Better: What It Takes To Create Transformational Gifts]
- [Building the Future Mid-Level and Major Donors]
- [Corporate Partnership: Handling the Hard Questions]
- [Cultivating Abundance - Big Gifts for Small Shops]
- [Engaging Diverse Donors and Cultivating an Inclusive Donor Base]
- [From Young Pro to Emerging Leader: How to maximize AFP to build your career!]
- [How Capital Campaigns are Changing and What You Can Learn from National Organizations' Experience]
- [How to engage your board in fundraising]
- [Manage and measure your impact as a Advanced asset]
- [Moving Toward Equitable Futures: A CCF Panel]
- [Not Just CRM Data Anymore! Mega-trends for Non-technical Fundraising Leadership]
- [Post Give Day Tips to Amplify Donor Loyalty]
- [Raising Money Where You Don't Live: Funding in Secondary Markets]
- [With a great story comes great responsibility: A case study of ethical and trauma-informed storytelling]

**Date: Tuesday, April 9, 2024**

**Session 1: 8:00 [am] – 9:15 [am] (1.25 pts)**

- [AI in Fundraising: Enhancing Efficiency and Impact while Ensuring Accountability]
- [Continuing the Conversation on being an Equitable, Inclusive, Diverse Leader]
- [Data-Driven Do-Gooders: Unleash Your Nonprofit's Superpowers with Data]
- [Development and Communications Teams Working Together: How to Get Along and Get On With It]
- [Fundraising is Funny]
- [The Keys to Donation Form Conversion: Design and Optimization]

- [Learning from the Present to Prepare for the Future of Volunteer Engagement]
- [Measuring Major Gifts Success: The Top 10 Metrics That Matter]
- [Not ANOTHER AI session!? The Unexpected Applications of AI]
- [Thinking Big Around Legacy Giving for Growth & Long-term Connection]
- [Turn data into dollars: How insights and technology together can deliver major giving wins for fundraisers]
- [Unleashing Leadership Potential: Coaching for Nonprofit Success and Building Inclusive Teams]
- [What Not to Say to Your Donors, Eh? (And What to Say Instead)]
- [Write and Wrong: Developing Million Dollar-plus Proposals]
- [The Cockpit, Congress, and Charities: Stories from a Nonprofit CEO]

**Date: Tuesday, April 9, 2024**

**Session 2: 10:15 [am] – 11:30 [am] (1.25 pts)**

- [Becoming a Changemaker: How Fundraisers are Positioned for Advancing Equity]
- [Big Donors Love Big Ideas: Vision & Innovation Leading to Major Gifts]
- [Brand Your Capital Campaign for Success]
- [Building a Sustainable Fundraising Plan: A Research-backed Guide to Healthy Fundraising]
- [Create a Fired-Up High Performing Board]
- [Dare to Lead: Becoming a volunteer leader for AFP]
- [Emerging Trends in Fundraising Research]
- [Empowering Change: Engaging Black Communities and Donors in Fundraising]
- [Engaging Meaningfully with Donors Through a Gift in Will Pipeline]
- [Hidden Gold: How Monthly Giving will build donor loyalty and improve donor retention]
- [How We're Transforming Our AFP Chapter Through a Commitment to IDEA]

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- [Trust, Impact, and Communications to Overcome Donor Skepticism and Increase Fundraising Results]

- [Unlocking Donor Potential: Transforming Volunteers into Cause Champions through Relationship-Driven Fundraising]

- [Using the Power of Connections and Influence in Global Corporate Fundraising]

- [You Can Be More Than Remotely Successful Fundraising Remotely]

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