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| Macintosh HD:Users:jeffstanger:Desktop:Consulting:CFRE:CFRE CONTINUING ED:CFRE_ContEd_Logo17.jpg  *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.*  CONTINUING EDUCATION POINTS TRACKER |  |  |

**Activity Organizer:** **ALDE**

**Title of Activity: IGNITE: Norfolk 2017  
Names of Presenter(s): Various**

Dates and Location: 14-17 February, 2017 – Norfolk, Virginia USA

Date: 14 February, 2017

**Master Class 1: 8:30 am – 11:30 am (3.0 pts)**

- Building and Managing Your Major Giving Prospect Pipeline

**Master Class 2: 1:15 pm – 4:15 pm (3.0 pts)**

- Change Management 301: Advanced Skills in Systems Change

Date: 15 February, 2017

**Session 1: 8:30 am – 11:30 am (1.0 pts)**

- Using PR Planning to Increase Individual Giving

- Secrets of Success in the Small Shop

- IGNITE Your Development With Data-Driven Fundraising

- The Future for Faith Based Agencies

- Accepting Gifts of Real Estate: Real Life Scenarios

- How Donor Analytics Helps Accelerate Your Fundraising Program

- Igniting Radical Generosity in Selfish Hearts and Skeptical Minds

**Keynote: 11:15 am – 12:15 pm (1.0 pts)**

- Donna Schumell

**Session 2: 1:45 pm – 2:45 pm (1.0 pts)**

- Fanning the Flames: Congregational Communication

- Firing up Your Donor Stewardship Program

- IGNITE Your Organization’s Appeal to Women: An Impact Panel of Best Practices

- Diffusing Disagreement, Disarming Triggers and Rewiring Responses

- Planned Gifts: Options and Opportunities

- Tailor-Made Prospect Management for Your Organization

- The Annual Fund — The Fire That Ignites the Fundraising Furnace

**Session 3: 3:25 pm – 4:25 pm (1.0 pts)**

- Strategy Driven Social Media

- IGNITE Mid-Level Donors in Nontraditional Ways

- It’s a RAP! Creating Relationship Action Plans to IGNITE Major Giving Success

- Igniting Leadership for Changing Times

- The Blurring of Planned and Major Gifts Ignites the Need for Collaboration

- Choosing and Maintaining Your Database to IGNITE Fundraising

- Planned Giving 101: Give Now, Give Later or Give and Receive

Date: 16 February, 2017

**Session 4: 9:20 am – 10:20 am (1.0 pts)**

- It Only Takes a Spark: Sharing the Why, Not the Whats

- Igniting Crowdfunding to Reach New Audiences

- Making an Artful Ask

- Leadership Through Crisis: How to Prepare, Mitigate and Move On When Crisis Hits

- Trends in Planned Giving

- Creating an Effective Board

- Sizzling Special Event Secrets: Raise Big Bucks Without Working Yourself Ragged

**Keynote: 11:05 am – 12:05 pm (1.0 pts)**

- Leslie Crutchfield

**Session 5: 1:30 pm – 2:30 pm (1.0 pts)**

- Effective Nonprofit Communications: IGNITE Maximum Impact for Your Mission

- Matching Gifts Can Spark Growth for Your Organization

- Metrics — The Best Friend of Every Major Gift and Planned Gift Officer

- Stronger Fundraising for Good

- After the Bequest — Tips for Estate Administration

- How do You Approach a Screening, Analytics or Research Project?

- IGNITE Your Donor Relationships Through Effective Moves Management

**Session 6: 3:15 pm – 4:15 pm (1.0 pts)**

- Let Personalized, Donor-Centered Appeal Writing IGNITE Your Campaign

- IGNITE Your Mid-Level Gift Pipeline

- IGNITE a Culture of Generosity

- Rebranding for Strategic Alignment and Impact

- Donor Dreams — Investment Realities: Talking to Donors About Planned Gift Investing

- A Researcher’s Perspective: Tools and Tips for Faith-based Organizations

- What’s that Clicking Sound? CEO/CAO Relationships Running on Empty

Date: 17 February, 2017

**Session 7: 8:15 am – 9:45 am (1.5 pts)**

- The Rapidly Changing Landscape for Financing Mission-Driven Organizations

- Shining Light on Our Work: Vocational Research Findings

- Navigating the Maze of Charitable Fundraising Compliance

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