



Approved Provider for Continuing Education

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 McCuiston: 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.

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