

Date: Friday, July 28, 2017

Session 1: 11:00 [am] – 12:30 [pm] (1.5 pts)

- [Relationship Management and Metrics]
- [Using Unconventional Wealth Variables & Lifestyle Factors to Estimate Capacity]
- [The E Word]
- [Reactive to Proactive: The Evolution of Successful Prospect Development Strategy]

Date: Friday, July 28, 2017

Session 2: 1:45 [pm] – 3:15 [pm] (1.5 pts)

- [Getting To Yes]
- [Feeding the Pipeline: Implementing a Proactive Referral Process]
- [The Secrets of the Pyramids: The Why, When, and How]

Date: Friday, July 28, 2017

Session 3: 1:45 [pm] – 2:30 [pm] (1 pt)

- [Be the Data Leader Your Organization Needs]
- [Using Data Analytics to Streamline Your Operation]
- [Privacy & Prospecting]
- [Partners in Proactive Strategy]
- [Spinning Relationship Webs]

Date: Friday, July 28, 2017

Session 4: 2:45 [pm] – 4:15 [pm] (1.5 pts)

- [From Question to Report]
- [Speed Dating for Prospect Development]

Date: Friday, July 28, 2017

Session 5: 2:45 [pm] – 3:30[pm] (1 pt)

- [Distilling Multiple Wealth Indicators Into Single Gift Capacity Estimates]
- [Frontier or Failure?]
- [Streamlined Contact Reports]

Date: Friday, July 28, 2017

Session 6: 3:45 [pm] – 4:30 [pm] (1 pt)

- [The Data is in the Details]
- [Best Practices for Onboarding]
- [Leading with your Strengths]
- [What to Do When You're Asked to Create a Campaign /Affinity Ratings]
- [Scaling Up Interest-Based Fundraising]

Date: Friday, July 28, 2017

Session 6: 3:45 [pm] – 4:30 [pm] (1 pt)

- [Seeing Into the Future]

Date: Saturday, July 29, 2017

Session 1: 8:30 [am] – 9:15 [am] (1 pt)

- [Campaign Feasibility & Goal Setting]
- [A Spoonful of Data]
- [Parent Prospecting]
- [Prop 13 & California Real Estate Revolution]
- [How to Win Development Officer Friends]

Date: Saturday, July 29, 2017

Session 2: 8:30 [am] – 10:00 [am] (1.5 pts)

- [Sorcery to Science: From Sixth Sense to Data Driven Culture]
- [What's Your Style?]
- [You Spin Me Right Round]

Date: Saturday, July 29, 2017

Session 3: 9:15 [am] – 10:15 [am] (1 pt)

- [Developing & Using Alumni Engagement Metrics]
- [The Tide Is High]
- [Wealth of the Future]
- [One Step Beyond Pipeline Reporting]
- [Contact Reports]

Date: Saturday, July 29, 2017

Session 4: 10:15 [am] – 12:00 [pm] (1.75 pts)

- [Setting Goals & Measuring the Health of a Portfolio During a Campaign]
- [Grateful Patient Analytics]
- [Natural Partners]
- [Building a Prospect Management Program]
- [Using Business Intelligence Software]
- [Strategic Partnerships with Gift Planning]
- [The Data Matters Edition]

Total number of points attained: _____

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.