



AFP Greater Toronto Chapter provides this form as a way to track (and keep in your files!) a record of the continuing education sessions you have attended. Check the boxes next to the sessions you attended. Total the number of hours, keep this sheet, and you will be ready to complete your CFRE application for initial certification and/or recertification.

CFRE International certifies fundraising professionals who demonstrate the knowledge, skills and commitment to the highest standards of ethical and professional practice in serving the philanthropic sector. For more information about CFRE certification, please visit www.cfre.org.

Activity Organizer: Association of Fundraising Professionals Greater Toronto Chapter

Title of Session: AFP Congress 2006

Date: November 13th – 16th, 2006

AFP MANAGEMENT ACADEMY

Monday, November 13 - AM Sessions (3 hours)

- Building a Culture of Philanthropy to Enhance Your Fundraising Success* – & Andrea McManus, CFRE & Sharilyn Hale, MA, CFRE

Monday, November 13 - AM Sessions (1.5 hours)

- If We All Know Where We're Going... Why Is It So Hard to Get There?* – Lisa Mills, CFRE
- Working With Social Capitalists – Some New Ideas* – Bill Young
- Accessing the Power of Authentic Leadership* – Jane Moran
- Straight to the Bottom Line: Designing Collaborations That Pay Off* – Vince Brewerton

Monday, November 13 - PM Sessions (3 hours)

- Leveraging Personal and Structural Power for Positive Change* – Pat Bradshaw, Ph.D.

Monday, November 13 - PM Sessions (1.5 hours)

- Working With Your Board to Invest in Development* – Ginny Medland Green, CFRE & Nicholas Offord
- Consultants: Can't Work With Them & Can't Work Without Them* – Rob Peacock, MA, CFRE, et. al.
- If Only I Had Known Before - Financial Risk Management For Your Non-Profit* – Pesh Framjee, FCA
- Show Me the Money: Working With Funders – One Grantmaker's Perspective* – Jenn Miller

BACHELOR'S TRACK

Tuesday, November 14 - AM Sessions (2 hours)

- It All Adds Up* – Cathy Mann, CFRE & Eric Plato, CMA
- Writing to Inspire: The Fundraiser's Art* – Elaine Stirling

Tuesday, November 14 - PM Sessions (1.5 hours)

- Ethics: How Do I Handle This Situation?* – Jim Allen, ACFRE, MBA
- Missionizing Your Events* – Terry Axelrod
- The Art of Negotiation* – Karen Osborne
- Marketing Bequests for Ambitious Beginners* – Tom Ahern, ABC

Wednesday, November 15 - AM Sessions (3 hours)

- How to Influence Yourself and the People You Interact With* – Dr. Harvey Silver, Ph.D.
- It's Time to Take Control – Get a Black Belt in Time Management* – Maria Ros Jernberg

Wednesday, November 15 - PM Session (3 hours)

- ☐ *Direct Response Fundraising 101* – Mal Warwick

Wednesday, November 15 - PM Sessions (1.5 hours)

- ☐ *Building the World's Greatest Case for Support* – Jon Duschinsky
- ☐ *Major Gifts: Engaging Your Donors at Every Stage* – Susan Horvath, CFRE & Dana James

Thursday, November 16 - AM Sessions (3 hours)

- ☐ *Blending Philanthropy – How, When and Why?* – Brent Barootes & Ross Marsh
- ☐ *Measure Twice, Cut Once: From Comprehensive Research to Successful Fundraising* – Claire Howard, MLIS, MEd., Jennifer Zhang, MLS & Rob Gottschalk

MASTER'S TRACK

Tuesday, November 14 - AM Sessions (2 hours)

- ☐ *Irregular Giving: The New Face of Commitment* – Stephen Pidgeon
- ☐ *The Critical First Three Months: Tips for Succeeding in a New Job* – Denny Young, CFRE
- ☐ *Donor-Centric Communications* – Tom Ahern, ABC
- ☐ *A New Model for an Old-Fashioned Capital Campaign... Recruit the Right People at the Right Time for the Right Jobs* – Michael Farrell, FAHP
- ☐ *Work-Life Balance: Oxymoron or Achievable Goal?* – Nora Spinks & Margie Shore, MSW
- ☐ *How to Raise \$1,000 Gifts by Mail* – Mal Warwick

Tuesday, November 14 - PM Sessions (1.5 hours)

- ☐ *Social Justice and Progressive Philanthropy: A Subversive Act* – Simone Joyaux, ACFRE
- ☐ *Managing You and Your Time* – Karen Osborne
- ☐ *Power Narratives: Engaging Hearts and Minds* – Kate Eccles
- ☐ *Is Your Radar Up? The Major Challenges and Solutions Facing Capital Campaigns* – Sue Egles, CFRE
- ☐ *When To Race Forward and When To Walk Away* – Trish Krause, APR
- ☐ *Direct Mail Testing* – Jose van Herpt, CFRE & Zak Bailey, CFRE
- ☐ *Major Gifts Fundraising: Myths, Mistakes and How to Make More Money* – Simone Joyaux, ACFRE
- ☐ *Don't Shoot the Legacy Messenger* – Richard Radcliffe
- ☐ *Six Floors in an Elevator With Bill Gates* – Jon Duschinsky
- ☐ *Leadership Giving in a Small Shop* – Valerie McMurtry, CFRE
- ☐ *Event Concept Development* – Hala Bissada CFRE
- ☐ *Sustainable Funding for Your Mission* – Terry Axelrod

Wednesday, November 15 - AM Sessions (2.75 hours)

- ☐ *Moves Management: Donor-Centred Techniques for Major Gift Fundraising* © – Guy Mallabone, MA, CFRE
- ☐ *Building a Successful Monthly Giving Program* – Harvey McKinnon, CFRE & Rosemary Oliver, CFRE
- ☐ *Cause Marketing for Non-Profits: Partner for Purpose, Passion, and Profits* – Jocelyne Daw
- ☐ *Re-Igniting the Passion for Your Mission* – Terry Axelrod
- ☐ *The Power of Planning* – Andrea McManus, CFRE
- ☐ *Direct Marketing Creative – The Good, the Bad and the Truly Awful* – Stephen Pidgeon

Wednesday, November 15 - PM Sessions (1.5 hours)

- ☐ *Philanthropic Trends*© – Marnie Spears
- ☐ *Iceberg Philanthropy* – Fraser Green, CFRE
- ☐ *Labour Philanthropy* – Connie Hubbs et. al.
- ☐ *How to Use a Campaign to Drive Your Program to the Next Level* – Wendy McDowall
- ☐ *Creating and Motivating a Great Staff Team* – Sherri Freedman
- ☐ *Branding* – Stephen Lee
- ☐ *Key Insights for Fundraising: A Review of the Latest Research on Philanthropy* – Jocelyne Daw & Dr. Michael Hall
- ☐ *Top 10 Tips for Great Legacy Fundraising* – Richard Radcliffe
- ☐ *How to Involve Youth in Philanthropy* – Ken Wyman, CFRE

- Demystifying Mega Gift Fundraising* – Carol Seidman, MSW, CFRE & Taali Lester Tollman, MA
- Recruiting a High Performance Board* – Darrell Gregersen, FAHP
- Creating a Truly Integrated Fundraising Program* – Michael Johnston

Thursday, November 16 - AM Sessions (3 Hours)

- Building a Culture of Philanthropy to Enhance Your Fundraising Success* – & Andrea McManus, CFRE & Sharilyn Hale, MA, CFRE
- Sex, Lies, Fundraising and Videotape* – Ryann Miller
- Reinventing Fundraising Communications* – Tracey Bailey, CFRE
- More Capacity, More Money* – Mo Davies, CFRE
- The 10 Keys to Excellent Presentations* – Maria Ros Jernberg
- Dating Dorothy Donor* – Sarah Macdougall et. al.

PH.D TRACK

Tuesday, November 14 - AM Sessions (2 hours)

- Tax Update – The Changing Landscape for Fundraisers and Charities* – Robert Hayhoe, LL.M., TEP & Susan Manwaring, LL.B., TEP
- Coaching for Clarity: Setting and Achieving Inspirational Goals* – Jane Moran

Tuesday, November 14 - PM Sessions (1.5 hours)

- Reputation Matters: How to Identify It, Promote It and Protect It* – Stephen Lee
- Reporting Matters* – Pesh Framjee, FCA
- No One Said It Was Going To Be Easy®* – Guy Mallabone, MA, CFRE
- If Only I Had Known Before – Financial Risk Management For Your Non-Profit* – Pesh Framjee, FCA

Wednesday, November 15 - AM Sessions (2.75 hours)

- Tough Talk About You and Your Board* – Simone Joyaux, ACFRE
- Going From “Good to Great” – How to Achieve a Pocket of Greatness in Your Organization* – Karen Osborne

Wednesday, November 15 - PM Sessions (3 hours)

- Leadership Is Not a Title: It's a Verb* – Dr. Harvey Silver, Ph.D.

Wednesday, November 15 - PM Sessions (1.5 hours)

- Benchmarking and Accountability* – Nicholas Offord
- The Crystal Ball of Fundraising* – Jon Duschinsky

Thursday, November 16 - AM Sessions (3 hours)

- Targeting and Legacies: Dead Easy or Not?* – Richard Radcliffe
- Strategic Investment in Fundraising* – Stephen Lee

FIRST COURSE

Tuesday, November 14 – Thursday, November 16

- First Course is worth 13 CFRE Education points*

Total number of contact hours: _____

(Number of contact hours = number of Education points on CFRE application/recertification form)