



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 2005 **Date:** November 29th – December 2nd, 2005

AFP MANAGEMENT ACADEMY

Tuesday, November 29 - AM Sessions (3 hours)

- The Executive Guide to Shaping Teams* – Linda Samis
- Coaching the Board & Coaching the CEO* – Dianne Lister, LL.B., CFRE & Andrea McManus, CFRE
- Critical Thinking* – Dr. Patricia Bradshaw

Tuesday, November 29 - AM Sessions (1.5 hours)

- Build & Buy: Two Strategies You Need to Master & Strengthen Your Talent Bench* – Guy Beaudin, Ph.D., & Rebecca Schalm, Ph.D.
- Donor Commitment – They Key to Future Giving* – Leonard Howe, CMRP, P.CRM
- Succession Planning for Your Staff – Do or Die!* – Len Gamache
- Managing Large Numbers of Donors* – Sherri Freedman

Tuesday, November 29 - PM Sessions (3 hours)

- Connecting Your Financial Management to Your Strategic Objectives* – Kate MacDonald

Tuesday, November 29 - PM Sessions (1.5 hours)

- Around the World in 90 Minutes* – Ed Laity, CFRE & Susan Egles, CFRE
- Leveraging Your Board* – Sol Kasimer
- The Role of the CEO in Fundraising* – Peter Cardy
- You Don't Need an MBA to Keep Your Organization's Endowment on Track* – Sheila Norman, CFA
- Recipe for Database Success* – Jody Dailey
- First in Good Governance* – Charlie Coffey, OC
- More Than a Spit 'N' Polish – Shaping the Culture of Philanthropy* – Sharilyn Hale, MA, CFRE

BACHELOR'S TRACK

Wednesday, November 30 - AM Sessions (2 hours)

- Becoming a Juggler, Magician and a Wizard* – Kay Sprinkel Grace
- A Behavioral Approach to Planning For and Securing Individual Gifts* – Nowshad Ali, CFRE, CPBA

Wednesday, November 30 - PM Sessions (1.5 hours)

- Receipting Guidelines for Special Events* – Suzette Strong Randall, MA, CFRE & Michele Varela
- Salsa, Bhangra, Robam Chhayam or Majlisi* – Nowshad Ali, CFRE, CPBA
- Cause Related Marketing* – Geoffrey Peters
- The Beginners Guide to Raising Millions Through Monthly Pledges* – Harvey McKinnon, CFRE

Thursday, December 1 - AM Sessions (3 hours)

- ❑ *Incorporating Project Management Skills into Fundraising* – Suzanne Gibson
- ❑ *More Dollars Today from Direct Response/New Dollars Today and Tomorrow with Direct Response* – Steve Thomas, CFRE

Thursday, December 1 - PM Sessions (1.5 hours)

- ❑ *Proactive Stewardship – The Quest for Best Practice* – Vanessa Abaya
- ❑ *Finding Your Next Great Prospect!* – Helen DeBoer
- ❑ *The Leadership Edge in Fundraising* – Bernard Ross
- ❑ *Ten Rules of ePhilanthropy Every Nonprofit Must Know* – Ted Hart, ACFRE, ePMT

Friday, December 2 - AM Sessions (3 hours)

- ❑ *The Writing Workshop* – Tracey Bailey, CFRE
- ❑ *Integrating Campaigning, Communications and Fundraising* – Maria Ros Jernberg

MASTER'S TRACK

Wednesday, November 30 - AM Sessions (2 hours)

- ❑ *Exploring the Core Skill for Survival: Creativity* – Tony Elischer, FinstF.
- ❑ *Nonprofit Marketing Planning: A How-To Guide* – Adrian Sargeant, Ph.D.
- ❑ *The Disappearing Donor* – Dirk Rinker
- ❑ *The Best of Fundraising UK* – Nick Thomas
- ❑ *Optimal Board Recruitment* – Diana Beattie
- ❑ *Public Affairs & Development: Essential Partnership for a Successful Capital Campaign* – John Danakas & Chris Horbachewski

Wednesday, November 30 - PM Sessions (1.5 hours)

- ❑ *Major Gifts: There is Only One Way to Do It...Wrong!!* – Tony Myers, LL.B., MA, CFRE
- ❑ *Rapid Strategic Planning* – Valerie McMurtry, CFRE
- ❑ *Ethics – Karaoke Style* – Ann Rosenfield, CFRE
- ❑ *Measuring Fundraising Effectiveness* – Laura Talbot-Allan, MBA, CMA, FCMA & Karen Willson, CFRE
- ❑ *The Coming Onslaught of Donor Advised Funds – Threat or Opportunity?* – Ian Fraser, CFRE, FAHP
- ❑ *Thriving on Change* – Caryn Skinner
- ❑ *Senior Volunteers – Keep Them Coming Back!* – Christina Politis
- ❑ *Expensive Mistakes and Sensational Triumphs I've Learnt* – Nick Thomas
- ❑ *ePhilanthropy Town Hall* – Ted Hart, ACFRE, ePMT, et. al.
- ❑ *The Media and Your Message: Because "No Comment" Doesn't Cut It* – Susan Bloch-Nevitte
- ❑ *Money! Money! Money! Money!* – Tony Myers, LL.B., MA, CFRE
- ❑ *Understanding Bequest Giving: What Are the Lessons from Research?* – Adrian Sargeant, Ph.D.

Thursday, December 1 - AM Sessions (3 hours)

- ❑ *Getting Face-to-Face With Your Donors, Parts I & II* – Karen Osborne
- ❑ *Nonprofit Internet Strategies* – Ted Hart, ACFRE, ePMT
- ❑ *Branding in the Not-for-Profit Organization* – Maria Ros Jernberg
- ❑ *The Future of Fundraising Communications* – Harvey McKinnon, CFRE
- ❑ *Eight Traits of Successful Focus Groups and How to Conduct the Donor Survey* – Dirk Rinker
- ❑ *What To Do When the Culture of Your Organization is Not Supportive of Fundraising* – Denny Young, CFRE

Thursday, December 1 - PM Sessions (1.5 hours)

- ❑ *Is Your Gift Planning Program Out of Date?* – Dyanne Ostrander
- ❑ *RFM vs. Modeling: Asking the Right People* – Geoffrey Peters
- ❑ *Measuring Inputs for Greater Outputs* – Ken Bailey, MBA & Scott Fortnum, MA, CFRE
- ❑ *Critical Issues in Fundraising* – Adrian Sargeant, Ph.D.
- ❑ *Leadership in Diversity Fundraising* – Paul Marcus, LL.B., CFRE
- ❑ *Canadian Issues in Philanthropy* – Tony Myers, LL.B., MA, CFRE
- ❑ *Regenerative Gift Recognition* – Deborah Burgess

- Long Term Value vs. Return on Investment* – Geoffrey Peters
- How to Stand Out in the Fundraising Jungle* – Nick Thomas
- Taming Stress* – Caryn Skinner
- Capital Campaigns for Small Shops*– Lesley Ackrill & Nadine Chan
- Strategic Insights for Fundraising: Lessons from the Latest Canadian Research* – Dr. Michael Hall

Friday, December 2 - AM Sessions (3 Hours)

- Major Donor Demands, Major Donor Delights* – Kay Sprinkel Grace
- Making Your Case* – Bernard Ross
- Insights – Building Relationships* – Caryn Skinner
- Putting Your Special Event in the Top “10”* – Kathie Gayda
- Success Mindset* – Nowshad Ali, CFRE, CPBA
- Using Voice and Story to Serve the Greater Good* – Mark Jenkins

PH.D TRACK

Wednesday, November 30 - AM Sessions (2 hours)

- The Role of the CEO in Fundraising* – Peter Cardy
- Be the Best You Can Be* – Roger Billings

Wednesday, November 30 - PM Sessions (3 hours)

- Managing Up and Managing You* – Karen Osborne

Wednesday, November 30 - PM Sessions (1.5 hours)

- Simplicity: The New Science of Making Things Easier for People* – Bernard Ross
- Making Tough Decisions While Thinking Strategically* – Bernard Ross

Thursday, December 1 - AM Sessions (3 hours)

- Co-Active Coaching Skills for Today’s Leaders* – Lorry Schneider, CPCC
- Recent Changes in the Law the You Need to Know* – Elena Hoffstein, LL.B., MA, & Terry Carter, LL.B.

Thursday, December 1 - PM Sessions (3 hours)

- Middle and High Value Donors: The Missed Opportunity* – Tony Elischer, FinstF.

Thursday, December 1 - PM Sessions (1.5 hours)

- Ethical Challenges of Leadership: Beyond the Code of Ethics* – Dianne Lister, LL.B., CFRE
- Development as an Instrument of Change* – Kay Sprinkel Grace

Friday, December 2 - AM Sessions (3 hours)

- Emotional Quotient: A Critical Tool in Managing Success* – Bill Johnston
- Tune into the Right Wavelength – How to Get Your Message Across to Anyone* – Roger Davies

CFRE REVIEW COURSE

Wednesday, November 30 - Friday, December 2

- Survey Course is worth 14 CFRE Education points*

FIRST COURSE

Wednesday, November 30 - Friday, December 2

- 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)