



Certified Fund Raising Executive  
The credential for fundraising professionals

## CONTINUING EDUCATION POINTS TRACKER

*CFRE International has developed this form as a way for you to quickly track (and keep in your files!) a record of the continuing education sessions you have attended. Simply check the boxes next to the sessions you attended and, where necessary, fill in the session title. 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.*

**Activity Organizer:** AFP Western PA Chapter  
**Title of Activity:** Professional Development Program – “Asking about Asking”  
**Names of Presenter(s):** M. Kent Stroman, CFRE, CPA  
**Dates and Location:** February 16, 2012 – Rivers Club– Pittsburgh, PA

**Date: February 16, 2012**

**Session: 12:30 - 2:30 pm (2 hr)**

Do you want to improve the results when you ask for charitable contributions? Have you ever wondered how to get free from assuming how to ask and guessing what to ask? Would you like to employ simple, effective, proven techniques for soliciting contributions and recruiting volunteers?

*Asking about Asking* will equip you to:

- Seek and find larger donations.
- Maximize the results from fundraising volunteers.
- Ask questions more insightfully.
- Listen more skillfully.
- Respond in ways that are more engaging.
- Assist donors in maximizing their philanthropic experience.
- Cultivate and solicit gifts more confidently.

**Total number of contact hours attended**

\_\_\_\_\_ (number of contact hours = number of Education points)

\*Be sure to add these to your online application\*