



CONTINUING EDUCATION POINTS TRACKER

CFRE International has developed this form as a way for you to quickly track (and keep in your files!) the continuing education sessions you have attended. Simply check the boxes next to the sessions you attended. 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: Getting our Funders to Swipe Right: Cultivating Relationships with Funders

Names of Presenter(s): Kara Mostowy, CFRE

Dates and Location: January 17, 11:30-1:00

CoLab 18 at Nova Place on the North Shore

Are your calls and e-mails to your funder going unreturned? In this session, you'll learn strategies to build, maintain and leverage strong funder relationships, and immediate action steps.

I've found over the course of my career that funders want to be engaged and invited to participate with your organization to make a sustainable, long-term impact. Funders want us to collaborate, and that collaboration starts with them – the funder!

The overall goal of "Get Your Funder to Swipe Right: Cultivating Relationships with Funders" is to build the capacity of grant writers to view their funders as strategic partners, and help them forge stronger funder relationships. At the end of this workshop, participants will be able to:

- 1) Identify obstacles to funder cultivation and ways to prevent or remove them;
- 2) Develop a plan for sustainable funder cultivation that will build stronger relationships; and
- 3) Take back to their office a list of 3-5 action items that they can do in the first month post-conference to implement their funder cultivation plan.

This workshop will impart to attendees the importance of engaging funders in the grant seeking process as early as program design and refinement, carrying through to post-grant evaluation, performance management and continuous quality improvement. By engaging funders as strategic partners and tapping into the resources they have beyond the financial, grant seekers can foster relationships that will be mutually beneficial.

Total number of points attained: 1.5

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.

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<http://www.cfre.org/continuing-education/my-education-finder/>