

## Recommended Sessions and Courses

**The following coursework may be helpful for your application process. Attendance at any of the following courses does not guarantee that you will receive education points upon review of your application, but are of the caliber that the review board is expecting.**

PLEASE NOTE: If the session is available online, the link is indicated in the Online Link column.

Year	Venue	Topic	Credit Hrs.	Online Link	Title	
2014	AFP Intl.Conf.	Ethics	1.25		Ethics in Fundraising	Kintzi
2014	AFP Intl.Conf.	Management	1.25		Hidden Treasure Mid-Level Giving in the Digital Age	Rovner/ McKee
2014	AFP Intl.Conf.	Management	1.25		Lessons from the World - Five Transformational Campains	Ross
2014	AFP Intl.Conf.	Leadership or Management	1.25		What Do We Really Know About Philanthropy and Fundraising	Brazzell/Brown/ James/Mehta
2014	AFP Intl.Conf.	Management	0.75		Why the Volative Legislative Environment is Feeding Dramatic DAF Growth	Heisman
2014	AFP Intl.Conf.	Management	1.75		Emerging Trends in Fundraising	Wilklow/Pruett/P almer/Kaine
2014	AFP Intl.Conf.	Leadership or Management	1.75		Tough Talk for You and Your Board	Joyaux
2014	AFP Intl.Conf.	Leadership	1.25		Donor-Centered Leadership	Burk
2014	Greater Philadelphia Chapter Senior Professionals Workshop	Leadership or Management	2.5		Will We Define Our Culture or Allow Our Culture to Define Us?	Healey
2014	Greater Philadelphia Chapter Senior Professionals Workshop	Leadership or Management	3		What I Want to Say Is.....	Fogal

2014	Toronto Fundraising Congress	Management	1.5		Philanthropic Trends	Nakoneshny
2014	Toronto Fundraising Congress	Management	1.5		Will We Define Our Culture or Allow Our Culture to Define Us?	Healey
2014	Toronto Fundraising Congress	Leadership	1.5		Moving beyond Diversity and Developing Your Intercultural Competencies	Grange
2014	Toronto Fundraising Congress	Ethics	1.5		Measuring Ethics: Translating Values into Metrics	Campbell
2014	Toronto Fundraising Congress	Leadership	1.5		Time, Treasure & Talent: Canadian Women & Philanthropy	Hale/Ryan
2014	Toronto Fundraising Congress	Leadership or Management	1.5		Risky Business: Identify, Manage & Minimize Relevant Risks	Pittner/Rodrigues
2014	Toronto Fundraising Congress	Leadership	1.5		How to Survive Your Board	Anderson/Ferris
2014	Toronto Fundraising Congress	Management	1.5		Metrics & Measurement: Managing Fund Development Performance	Mallabone
2014	Toronto Fundraising Congress	Ethics	1.5		What's Right? Ethical Issues of Our Work in Philanthropy	Blumberg/ Campbell/McGarry/Pribbenow/Ricker
2014	Toronto Fundraising Congress	Management or Leadership	1.5		High Impact Tactics for Increased Board Effectiveness	Healey
2015	AFP South Sound Chapter	Ethics	1.25		Tough Choices: Ethical Decision Making	Greenfield
2015	AFP Intl. Conf.	Management or Leadership	1.25		Achieving Effective Interpersonal Relations: How to Lead Others by Managing Ourselves	Fogal

2015	AFP Intl Conf.	Management or Leadership	1.25		Building Donor Loyalty: What's New?	Sargeant
2015	AFP Intl Conf.	Management or Ethics	1.25		Ethics of Working with Aging Donors	Madson
2015	AFP Intl Conf.	Management	1.25		Replacing a Hero: Succession Planning after Years of Successful Fundraising	Eddy/Duncan
2015	AFP Intl Conf.	Management	1.25		Year in Review: Impact of Court Decisions and Legal Developments on Philanthropy	Sudol
2015	AFP Intl Conf.	Management or Leadership	1		Navigating Change... Why Some Organizations Successfully Navigate Change and Others Fracture	Tartaglia-Poure
2015	AFP Intl Conf.	Management or Leadership	1		Setting Performance Expectations for Gift Officers	Collins
2015	AFP Intl Conf.	Leadership or Ethics	1		Dealing with Board Bullies -- When Values Conflict	Fortnum
2015	AFP Va. Fundraising Institute	Ethics	5.75		Fundraising Ethics Course	Manfield/Fischer
2015	Toronto Fundraising Congress	Management	1.5		CRA and Fundraising: Is There a Crackdown?	Blumberg
2015	Toronto Fundraising Congress	Ethics	1.5		What to Do When You Don't Know What to Do -- The Top 10 Ethics Resources You Need	Campbell
2015	Toronto Fundraising Congress	Leadership	1.5		Decisions, Decisions, Decisions: how You -- and Your Donors -- Can Make Better Ones	Bartolini
2015	Toronto Fundraising Congress	Management or Leadership	1		Increasing Board Engagement: Is It Purpose or Performance We Need to Address?	Grace
2015	Toronto Fundraising Congress	Ethics	1.5		Dealing with Board Bullies -- When Values Collide	Fortnum

2015	Greater Philadelphia Chapter Senior Professionals Workshop	Management	3		Succession Planning for Non-Profit Organizations	Cessna
2016	AFP Intl. Conf.	Management	1		Impact Volunteering -- Engaging and Emerging Volunteer Boards for Fundraising Success	Newton
2016	AFP Intl. Conf.	Management or Leadership	1.5		How to Survive Your Board	Ferris
2016	AFP Intl. Conf.	Leadership	1		Fundraisers: Their Career, Stories, Concerns & Accomplishments	Nathan
2016	AFP Intl. Conf.	Management	1.25		Relationship Fundraising: Where Do We Go From Here?	Sargeant
2016	AFP Intl. Conf.	Management	1		Harnessing Women's Economic Power for Your Charity	Holman
2016	AFP Intl. Conf.	Management	1.25		Why Midlevel Donors Are Sweeter than Christmas Morning	Muir
2016	AFP Intl. Conf.	Ethics	1.25		Building a Normative Theory of Fundraising Ethics	MacQuillan
2016	AFP Intl. Conf.	Management	1.5		Trends in U.S. Public Policy: Why You Have to Care	Carter
2016	AFP Intl. Conf.	Management	1		Decisions, Decisions, Decisions: how You -- and Your Donors -- Can Make Better Ones	Bartolini
2016	AFP Intl. Conf.	Management	1		The Art and Science of Fundraising Persuasion	Melvin
2016	AFP Intl. Conf.	Management	1		Let's Get Real about Money: Changing Fundraising Strategy for Greater Sustainability	Bonde
2016	AFP Intl. Conf.	Management	1		What in the World Matters to Fundraisers? Global Philanthropy	Cagney /Stettner
2016	AFP Webinar	Ethics or Leadership	1	<a href="https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings">https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings</a>	How Social Justice Fuels Philanthropy	Joyaux

2016	AFP Webinar	Management or Ethics	1	<a href="https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings">https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings</a>	Relationship Fundraising: Where Do We Go From Here?	Sargeant/MacQuillan
2016	AFP Webinar	Management	1	<a href="https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings">https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings</a>	Understanding How and Why Millennials Give	Feldmann/Cline
2016	AFP Webinar	Leadership or Ethics	1	<a href="https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings">https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings</a>	The Importance and Opportunity of Diversity & Inclusiveness in Fundraising	Brennan/Mehta
2016	AFP Webinar	Management or Leadership	1	<a href="https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings">https://afpglobal.org/webinars/afp-webinar-2016-demand-archive-demand-recordings</a>	State of the Sector Review & Forecast	TBD
	MindEdge	Ethics	10	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=564&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=564&amp;hidecart=false&amp;popup=true</a>	Business Ethics in the 21st Century	Mills
	MindEdge	Management	4	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=44&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=44&amp;hidecart=false&amp;popup=true</a>	Effective Negotiations	TBD
	MindEdge	Management	4	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=337&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=337&amp;hidecart=false&amp;popup=true</a>	Employee Selection	Mills
	MindEdge	Management	4	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=1135&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=1135&amp;hidecart=false&amp;popup=true</a>	Financial Planning and Control	TBD

	MindEdge	Leadership	10	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=217&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=217&amp;hidecart=false&amp;popup=true</a>	Leading the Courtney Museum Simulation	TBD
	MindEdge	Management	4	<a href="https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=355&amp;hidecart=false&amp;popup=true">https://secure.mindedgeonline.com/registration/course_description.php?more=1&amp;regp=afpnet&amp;d=478&amp;ref=389&amp;cid=355&amp;hidecart=false&amp;popup=true</a>	Sustainable Management	Mills/Denison
2016	Toronto Fundraising Congress	Leadership	1.5		Leading the Charge	MacKenzie
2016	Toronto Fundraising Congress	Leadership	1.5		Rational Geographic: Using Mapping to Get Your Comprehensive Organization Strategy on One Page	Halende
2016	Toronto Fundraising Congress	Leadership	1.5		Be the Leader Your Cause Deserves	Davis
2016	Toronto Fundraising Congress	Management or Leadership	1		Agility, Engagement & Excellence - Changing the Paradigm for Volunteer Management	Peters
2016	Toronto Fundraising Congress	Management	1.5		Beyond Metrics: How to Manage Talent for Long Term Success	Moira
2016	Toronto Fundraising Congress	Management or Leadership	1.5		Talent Solutions in an Era of Leadership Transition	Hutchinson/Lister
2017	AFP Webinar	Management or Leadership	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-2017-demand-archive-demand-recording">https://afpglobal.org/webinars/afp-webinar-2017-demand-archive-demand-recording</a>	Why Today's Tactics Won't Work with Tomorrow's Donors	MacDonald

2017	AFP Webinar	Ethics	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-2017-demand-archive-demand-recording">https://afpglobal.org/webinars/afp-webinar-2017-demand-archive-demand-recording</a>	Accepting Gifts from Pablo Escobar and Other Ethical Dilemmas	Healey
2017	AFP Intl. Conf.	Ethics, Management or Leadership	1.5		Dirty Money: Practicing Ethics in Fundraising	Scola
2017	AFP Intl. Conf.	Management	1.5		Designing the Future of Philanthropy	Kaufteitl
2017	AFP Intl. Conf.	Leadership	1.25		Philanthroculture--the effect of culture on generosity	Wagner
2017	AFP Intl. Conf.	Leadership	1.25		Authentic Leadership: The Key to Successful Fundraising Programs	Eustace
2017	AFP Intl. Conf.	Leadership	1.25		360 Degree Leadership: What Seasoned Pros can learn from Emerging Leaders and Vice Versa	Simmons
2017	AFP Intl. Conf.	Management or Leadership	1.5		The Road to Relevance - Reading the road map of how to make fundraising relevant in your organization	Harris
2017	AFP Intl. Conf.	Management or Leadership	1.25		The ideological attacks on fundraising – and how to construct an ideological defence	MacQuillin
2017	AFP Mid-America Conference	Leadership	6		Taking Care of Ourselves, Taking Care of Our Profession: Self-Renewal and Team Building in a Time of Change	Sprinkel Grace
2017	Toronto Fundraising Congress	Management or Leadership	1.5		Organizational Leadership: Trends & Solutions	Lister/Hutchinson
2017	Toronto Fundraising Congress	Management or Leadership	1.5		Fundraising: Challenges & Opportunities	Upsall
2017	Toronto Fundraising Congress	Leadership	1.5		The Disrupter's Panel: Breaking Barriers, Smashing Ceilings & Changing Minds	Avery/Dinsdale/Hawken/Riseboro/Zelmanovits

2017	Toronto Fundraising Congress	Management or Leadership	1		Organizational Evolution: Managing Change When Humans Are Involved	Anderson/Ferris
2017	Toronto Fundraising Congress	Leadership	1		Diversity, Philanthropy & Leadership: Beyond Lip Service to Action	Hallett/Wagner
2017	Toronto Fundraising Congress	Ethics	2.5		Ethics in Fundraising (Parts 1 & 2)	McQuillen
2017	Toronto Fundraising Congress	Leadership	2.5		Becoming the Leader You Are (Parts 1 & 2)	Myers/Srpinkel Grace
2017	Toronto Fundraising Congress	Management	1.5		The Giving Behaviour Project	Haldane/Marquet
2017	Toronto Fundraising Congress	Management	1		Boards Matter	Holt
2018	AFP Intl. Conf.	Leadership	9		Authentic Leadership: Key to Successful Fundraising Programs	Fortnum/Eustace
2018	AFP Intl. Conf.	Management	1.25		House of Philanthropy: Creating a Framework for Cross-Cultural Giving	Ferris/Anderson
2018	AFP Intl. Conf.	Leadership	2	<a href="https://afpglobal.org/webinars/afp-international-conference-education-session-embracing-growing-importance-board">https://afpglobal.org/webinars/afp-international-conference-education-session-embracing-growing-importance-board</a>	Embracing the Growing Importance of Board Diversity: Philanthropy, Leadership and Board Engagement	White/Zarins/Wa
2018	AFP Intl. Conf.	Ethics	1.25		Why Good People Do Bad Things	Hood
2018	AFP Webinar	Management or Leadership	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-diversity-giving-moving-awareness-action-demand-recording">https://afpglobal.org/webinars/afp-webinar-diversity-giving-moving-awareness-action-demand-recording</a>	Diversity in Giving: Moving from Awareness to Action	Petty/Brown

2018	AFP Webinar	Management	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-state-online-fundraising-demand-recording">https://afpglobal.org/webinars/afp-webinar-state-online-fundraising-demand-recording</a>	State of Online Fundraising 2018	Snusz
2018	AFP Webinar	Leadership	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-nervous-excited-evolving-board-knowledge-skill-and-confidence-demand-recording">https://afpglobal.org/webinars/afp-webinar-nervous-excited-evolving-board-knowledge-skill-and-confidence-demand-recording</a>	From Nervous to Excited: Evolving Board Knowledge, Skill and Confidence	Healey
2018	AFP Webinar	Management	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-navigating-negotiations-more-money-more-mission-demand-recording">https://afpglobal.org/webinars/afp-webinar-navigating-negotiations-more-money-more-mission-demand-recording</a>	Navigating Negotiations: More Money & More Mission	Williams
2018	AFP Webinar	Leadership	1.5	<a href="https://afpglobal.org/webinars/afp-webinar-welcome-c-suite-leadership-transitions-trenches-top">https://afpglobal.org/webinars/afp-webinar-welcome-c-suite-leadership-transitions-trenches-top</a>	Welcome to the C-Suite: Leadership Transitions from the Trenches to the Top	Ferris
2018	AFP Leadership Academy	Ethics	0.75		Sustaining Confidence: Fundraising Ethics	Doorley/Fortnum
2018	AFP Leadership Academy	Leadership	1.5		Inclusive Leadership Workshop (Parts 1-2)	
2018	AFP Leadership Academy	Management	0.75		IDEA: Cultivating Change	Walker
2018	AFP Leadership Academy	Leadership or Management	1.2		Inspiring Leadership: Are You Ready to Step Up?	Lloyd
2018	AFP Leadership Academy	Management	1.2		Acquiring Cultural Competence	Inayatalli
2018	Toronto Fundraising Congress	Management	1		One Step Fits None	Waterman/Store
2018	Toronto Fundraising Congress	Leadership	1.5		Transformational Leadership	Palmer

2018	Toronto Fundraising Congress	Management or Leadership	1		How Can Fundraising Earn the Public's Trust?	Locilento
2018	Toronto Fundraising Congress	Leadership	1.5		Leadership Self-Care	Ferris
2018	Toronto Fundraising Congress	Management	1.5		Role and Impact of Canadian Grant Making Foundations	Fontan
2018	Toronto Fundraising Congress	Management	1		Inclusive Philanthropy	Anderson/Dale
2019	AFP International Conference	Ethics	1.25		Ethics in the Age of Social Media	Anderson/Tinker
2019	AFP International Conference	Ethics	1.25		Hello Mr. Gates	Lewis/Flusky
2019	AFP International Conference	Management	1.25		Better Feedback Makes Better Management	Melvin
2019	AFP International Conference	Management	1.25		How Do Great Fundraisers Become Great Managers?	Withbro
2019	AFP International Conference	Management	1.25		Your Money Is Tight Because Your Staff Isn't Right	Owens Brazzell/Williams/Lysakowski
2019	AFP International Conference	Leadership	1.25		In the Age of Wonder Woman	Hutson/Ross/Kurmann
2019	AFP International Conference	Management or Leadership	1.25		The New Science of Fundraising	Ross/Hutson/Kurmann
2019	AFP International Conference	Management	1.25		The Power of Strategy Maps	Ross/Hutson/Kurmann
2019	AFP International Conference	Leadership	1.25		Year in Review	Sudol
2019	AFP International Conference	Leadership	1.25		Through the Looking Glass	Nathan/Shaker
2019	AFP International Conference	Ethics	1.25		Stewarding Donors with Dementia	Hofmann/Martin
2019	AFP International Conference	Ethics or Leadership	1.25		Are You Prepared to Let Your Donors Push You Around?	MacQuillin

















