HOW TO EARN YOUR CFRE COFFEE CHAT

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- Certified Fundraising Professional (CFRE)
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WHAT IS THE CFRE EXAM?

- CFRE stands for Certified Fundraising Executive
- The CFRE is a practiced-based exam that tests the knowledge of fundraising professionals in six core areas.
WHY CERTIFY?

• Exciting professional achievement
• Measures the individual’s knowledge and skills in best practices in ethical, philanthropic fundraising
• Third-party validation of your fundraising abilities
• Enhanced career opportunities
• Stronger earning potential
• Demonstrated commitment to a career in fundraising
The CFRE certification process has three parts:

- A written application
- A written examination
- Code of Ethics and Accountability Standards

Online application via My CFRE

Works on a points system and requires candidates to document information in three categories:

- Education – 80 points
- Professional practice – 36 points
- Professional performance – 55 points
APPLICATION REQUIREMENTS

- Once application is approved, you’ll receive instructions on how to schedule your exam.
- Initial certification fee $875 ($700 for members of participating organizations)
- CFRE courtesy application review
- Once you submit application, you have a 12-month window to take the CFRE
- Applicants must apply to test during a specific window within that 12-month period
STUDY TIPS

• Reading resource list
• Join our study group!
• Study guide & practice test subscriptions
• CFRE Practice Exam
• Devoted preparation time
• Create index cards
• Choose the best answer
EXAM

• 200 multiple choice questions (175 count toward score, the other are “test” questions)
• Test content outline:
  • Current and prospective donor research (28 questions)
  • Securing the gift (46 questions)
  • Relationship building (52 questions)
  • Volunteer involvement (16 questions)
  • Leadership and management (38 questions)
  • Ethics, accountability and professionalism (20 questions)
• Four hours to sit for the exam at nearest testing center
• Receive score immediately upon completing exam
• Overall pass rate is between 70% and 80%
• Recertification every three years
QUESTIONS?

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