

*The year to
reinvent and reimagine...*



131st Annual Convention
Virginia Funeral Directors Association

June 16-19, 2019
Virginia Beach, VA



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

Convention Program



Continuing Education Units



Family Fun Outings



Sales Spotlights



Social Events and Gatherings

Wyndham Virginia Beach Oceanfront

Hotel and Registration Information



Last call to register for the 131st VFDA Annual Convention by completing our [online registration form](#).

When you stay at the Wyndham Virginia Beach Oceanfront in Virginia Beach, you'll be on the beach, within a 10-minute drive of First Landing State Park and Cape Henry Lighthouse. This beach hotel is 6 miles from Ocean Breeze Waterpark and 6.9 miles from Virginia Aquarium and Marine Science Center. With a tranquil North Beach location, and the most direct oceanfront rooms in Virginia Beach, the 100% non-smoking hotel is the ideal spot for a relaxing oceanfront vacation. Enjoy refreshing sea breezes from your private balcony or patio overlooking our semi-private beach. Cool off in the outdoor and indoor pools, and wind down in the hot tub. Resort-like perks like free WiFi, in-room refrigerators, the Surf Club Ocean Grille, room service, and a fitness center make going out entirely optional.



*Metropolitan
Funeral Service, Inc.*
Serving the Washington, DC area

Established in 1969
1-800-527-7774
contact@metropolitanfsnova.com
5517 Vine Street
Alexandria, VA 22310

Southside Cremation Service
Serving the Metro-Richmond area
since 1994
804-788-4619
1601 Crump Street
Richmond, VA 23223

Wyndham Virginia Beach Oceanfront * 5700 Atlantic Avenue * Virginia Beach * VA * 23451
757-428-7085 * www.wyndhamvirginiabeach.com

President's Invitation



Dear VFDA/VFSA members and guests,

The Virginia Funeral Directors Association's 131st Annual Convention is here and we're excited to see you! This year's convention is a refresh of our past events and you are sure to enjoy all of the networking events, continuous hospitality suites and dynamic continuing education opportunities. The Wyndham Virginia Beach Oceanfront is located on a semi-private residential area of Virginia Beach, so I hope you will bring your entire family to this year's event!

If you are a funeral service supplier, I welcome you to take advantage of the numerous face time opportunities you will have at this year's convention. I encourage you to join the Virginia Funeral Sales Association (VFSA) prior to convention, so you can take advantage of this year's registration discounts and sponsorship opportunities. Please feel free to contact the VFDA office for more information and opportunities available at this year's convention.

I personally invite you to our hospitality suites on the ground floor of the hotel. These suites will be open when events are not in progress and will be something for everyone, including the kids. Also, make sure you visit the VFSA cornhole competition on the beach lawn of the hotel, to help support Comfort Zone Camp.

Sue and I look forward to seeing you this week in Virginia Beach! Bring your entire family, come hungry for food, networking, and learning.

Thank you for your support of this year's event!

Larry

Larry Spiaggi, CFSP, CPC, CCO, Certified Celebrant
VFDA President



Funeral Service Credit Union is a state-chartered credit union, owned by our members, established in 1983 that provides financial services specifically for funeral service professionals, their employees and family members.

Membership is currently available to all members, employees and family members of IFDA (IL), Funeral Ethics Assoc., Funeral Arrangers Assoc., NFDA, TFDA (TX), FFDA, OGR, MFDEA (MO), IFDF (FL), NFDMA, VFDA (VA), IFHV, ICCFA, WFDA (WI), Professional Funeral Alliance, Inc., FDAK (KY), The Independent Funeral Group, KAVOD and FDSA.

Loans offered to our members include:

Professional Autos	Personal Autos	Share Secured
Unsecured	Visa Credit Cards	Boats/RV's/Motorcycles

Deposit accounts offered to our members include:

Share Savings	Share Draft (Checking)	ATM/Debit card (checking only)
CD's	Christmas Club	Vacation Club










Other services offered include:

FSCU Online	Loan Protection Ins.	Direct Deposit
Payroll Deduction	ACH (electronic funds)	PeeWee Club

Please visit our website www.fscunet.org for current Savings & Loan Rates

Schedule of Events

Sunday, June 16, 2019

-  7:30 - 10:45 a.m.
Continental Breakfast
Hospitality Suite - Room 111 and 112
-  8:00 - 9:45 a.m.
VFDA Board of Directors Meeting
Room: Cape Charles and False Cape
-  9:00 - 2:00 p.m.
Registration
Room: Atlantic Foyer — Second Floor
-  9:45 a.m.
What Vendors Should Expect
at this Year's Convention
Room: Cape Charles and False Cape
-  11:00 a.m.
Service of Remembrance
Room: Mariner Room
-  12:00 - 1:30 p.m.
Fellowship Luncheon
Room: James and York Rooms
-  2:00 - 4:00 p.m.
Beach/Pool Day
Snacks available for pick-up outside
Hospitality Suite - Beachfront.
-  6:00 p.m.
Welcome Party and Mexican Buffet Dinner
Atlantic Ballroom
-  8:00 p.m.
Hospitality Suite Opens
Room 111 and 112

Monday, June 17, 2019

-  7:30 a.m. - 12:00 p.m.
Registration
Room: Atlantic Foyer — Second Floor
-  7:30 a.m.
Continental Breakfast
Hospitality Suite - Room 111 and 112
-  8:15 - 9:15 a.m.
Youth & Funerals
Vicki Jay, Chief Executive Officer, National
Alliance for Grieving Children (1.0 CEU)
Room: Cape Charles and False Cape
-  9:15 - 9:30 a.m.
Sales Spotlight — Federated Insurance
Room: Cape Charles and False Cape
-  9:30 - 10:45 a.m.
It's a Multigenerational World, Are You
Ready?
Sonia Aranza (1.0 CEU)
Room: Cape Charles and False Cape
-  10:45 - 11:00 a.m.
Sales Spotlight — Thacker Casket Company
Room: Cape Charles and False Cape
-  11:00 a.m. - 12:00 p.m.
What is a Life Celebrant?
Kyrstina Diman, Morrissett Funeral &
Cremation Service (1.0 CEU)
Room: Cape Charles and False Cape
-  12:00 - 12:15 p.m.
Sales Spotlight — Warfield-Rohr
Casket Company
Room: Cape Charles and False Cape

Event schedule for Monday, June 17, 2019 continued on page 6.



Schedule of Events

Monday, June 17, 2019

Event schedule for Monday, June 17, 2019 continued from page 5.



12:15 - 1:15 p.m.
Probate Q&A (1.0 CEU)
John H. Graham, Clerk of Circuit Court
Smyth County
Room: Cape Charles and False Cape



1:30 - 2:30 p.m.
Beer, Bourbon, and Barbeque Networking
Lunch
Room: Atlantic Ballroom



2:30 - 4:30 p.m.
Beach Day/Corn Hole Tournament/
Vendor Contests
Snacks available for pick-up outside Hospitality
Suite - Beachfront.



Dinner on your own.
Click [here](#) for a list of area restaurants
(pages 3 - 5).



9:00 p.m.
Hospitality Suite Opens
Room: 111 and 112

Tuesday, June 18, 2019



7:30 a.m. - 12:00 p.m.
Registration
Atlantic Foyer



7:30 a.m.
Continental Breakfast
Hospitality Suite - Room: 111 and 112



8:00 a.m.
Kayaking, Surfing, and Paddle Board Lessons
Meet on beach in front of hotel.



8:15 - 10:45 a.m.
Annual Business Meeting (1.0 CEU)
Special Guest, T. Scott Gilligan, NFDA General Counsel
Room: Cape Charles and False Cape



10:45 - 11:00 a.m.
Sales Spotlight — Batesville
Room Cape Charles and False Cape



11:00 a.m. - 12:00 p.m.
What You Need to Know About Hospice (1.0 CEU)
Linsey Reynolds Adkins
Room: Cape Charles and False Cape



12:00 - 12:15 p.m.
Sales Spotlight — Wilberts of Virginia
Room: Cape Charles and False Cape

Event schedule for Tuesday, June 18, 2019 continued on page 7.



REGULATORY SUPPORT SERVICES, Inc

HELPING OUR FUNERAL HOME PARTNERS WITH
ALL REGULATORY COMPLIANCE AND
CONTINUING EDUCATION NEEDS
OSHA ♦ STATE BOARDS ♦ FTC

804-784-7347
PO BOX 3130 DURHAM, NC 27715
mail@regulatorysupportservices.com

Best wishes to the
Virginia Funeral Directors Association
for a great convention!

[Click here to take your required Preneed online!](#)

Preneed is presented by James Ruggerio, Lakeland Preneed Planning, LLC.

During this online session, attendees will learn about preneed regulations. Topics will include preneed sales, reporting, contract funding, services and merchandise, contract content and overview, disclosure statements defined, and sales disclosure form.

Schedule of Events

Tuesday, June 18, 2019

Event schedule for Tuesday, June 18, 2019 continued from page 6.



12:15 - 1:45 p.m.
Opioid Embalming: The New Difficult Case (1.5 CEU)

Carrie Helton, Chief Embalmer
Wilson St. Pierre Funeral
Homes and Crematory
Room: Cape Charles and False Cape



1:45 - 2:45 p.m.
Networking Lunch
Room: James and York



2:45 - 4:30 p.m.
Beach/Pool Day
Snacks available outside Hospitality Suite
(room 111 and 112).



3:00 p.m.
Virginia Funeral Sales
Association Meeting
Room: Cape Charles and False Cape



6:30 - 9:30 p.m.
Cocktail Hour/Banquet*
Atlantic Ballroom

*Babysitting available for those under 13 in the
Mariner Room. Must complete waiver; instructions
[here](#).

Wednesday, June 19, 2019



8:00 a.m.
Pancake Networking Breakfast
Room: Cape Colony Ballroom

**Name Badges MUST be worn for
admission to ALL Convention functions.**

There will be NO exceptions!

Green Name Badges - Suppliers
Yellow Name Badges - Firm Members
Pink Name Badges - Students



We help the families you serve take that first step to peace of mind and financial security. Contact us about Pathway,[®] a life insurance prefunding option from Pekin Life Insurance Company.

For more information, contact:

Bert F. Wasson, FLMI
Assistant Vice President - Pre-Need Sales

Phone: 800-322-0160, Extension 2536



WWW.PEKININSURANCE.COM



Learn more about our [Family Fun Outing](#) including kayaking, stand-up paddleboarding, and surfing on page 11.

Warfield-Rohr



Casket Co., Inc.

*Our Strength Is
The Family Owned Funeral Home*

Baltimore, MD : (410) 539-6907

Lynchburg, VA: (434) 237-1764

Richmond, VA : (804) 771-1720

Dover, DE : (302) 734-7830

www.Warfield-Rohr.com

Continuing Education

Monday, June 17, 2019

8:15 - 9:15 a.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU



Youth & Funerals

Presented by Vicki Jay, Chief Executive Officer, National Alliance for Grieving Children

Vicki will address developmental differences in understanding how children respond to grief; discuss ways to help children through specific types of losses, such as sudden loss; and offer tangible suggestions for rituals and other activities professionals can use when working with grieving children.

9:30 - 10:45 a.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU



It's A Multigenerational World, Are You Ready?

Presented by Sonia Aranza, Global Diversity & Inclusion Strategist

In this session, Sonia will help demystify generational differences. Attendees will gain critical insights to leverage multigenerational views and enhance personal effectiveness, confront habits of thinking that impact ability to work across differences, and understand the business case for multigenerational intelligence and impact on excellence.

11:00 a.m. - 12:00 p.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU



What Is A Life Celebrant?

Presented by Krystina Diman, Morrissett Funeral and Cremation Service

Celebrants are well trained, certified professionals able to create and perform high quality personal ceremonies for individuals, families and organizations. Learn who is a celebrant, how a celebrant helps families, their role in the celebration of life and how to personalized and individualized services to reflect the personality and life-style of the deceased.

12:15 - 1:15 p.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU

Probate Q&A



Presented by John H. Graham, Clerk of Circuit Court, Smyth County

Probate is a legal proceeding supervised by the probate court in which the decedent's probate assets are administrated and distributed to the decedent's heirs. The probate court ensures that the terms of the Will and state law are properly carried out. WHAT ABOUT...Probate? Estate Taxes? Wills? Executor? Bank Accounts? Attorney's Fees? Delays? Income Taxes? Retirement Accounts? Come with questions and concerns you face when serving families.

Tuesday, June 18, 2019

8:15 - 10:45 a.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU

Virginia Funeral Directors Association Annual Meeting

This session will provide attendees with important Virginia Funeral Directors Association news and updates. Get the latest update from state officials, Association staff, and VFDA lobbyist. Special guest, T. Scott Gilligan, who serves as NFDA general counsel and represents NFDA in matters dealing with the FTC Funeral Rule and other legal issues.



10:45 - 11:45 a.m. ★ Room: Cape Charles and False Cape ★ 1.0 CEU

What You Need To Know About Hospice

Presented by Linsey Reynolds Adkins

What is hospice and its benefits? Who pays? How can we work together?



12:00 - p.m. ★ Room: Cape Charles and False Cape ★ 1.5 CEU

Opioid Embalming: The New Difficult Case

Presented by Carrie Helton, Chief Embalmer, Wilson St. Pierre Funeral Homes and Crematory

This program is presented in a manner which reminds us to continually review our levels of technical knowledge and compassion when caring for the deceased. As professional embalmers we can facilitate one of the strongest components to grief, viewing the body. In doing so, we can either provide the family with a sense of relief or an intensified sense of anxiety and discomfort through the presentation of their loved one.



Preneed (ONLINE COURSE)

Presented by James Ruggerio, Lakeland Preneed Planning, LLC

During this online session, attendees will learn about preneed regulations. Topics will include preneed sales, reporting, contract, items required to be provided and when, funding, services and merchandise, contract content and overview, disclosure statements defined, and sales disclosure form.



Social Events and Gatherings

Sunday, June 16, 2019

Continental Breakfast in Hospitality Suite
7:30 - 10:45 a.m. * Room: 111 and 112

Feeling hungry and need a light fare breakfast and coffee? We have what you need in the VFDA Hospitality Suite. A continental breakfast and beverages will be served for you to come by and grab a quick bite to eat.

Service of Remembrance, Families and Guests
11:00 a.m. - 12:00 p.m. * Room: Cape Henry - C

The Virginia Funeral Directors Association Service of Remembrance is a special time to recognize those friends and family of the Association and the funeral service profession who we have lost over the past year. Dress is casual attire.

Fellowship Luncheon
12:00 - 1:30 p.m. * Room: James and York

Kick-off the Virginia Funeral Directors Association's 131st Annual Convention with a buffet lunch while networking with fellow funeral directors, suppliers, and friends. Visit with guest attending Service of Remembrance. Dress is casual attire.

Welcome Party and Mexican Buffet Dinner
6:00 p.m. * Room: Atlantic Ballroom

Hold onto your sombreros! We're throwing a fiesta to celebrate VFDA President, Larry Spiaggi! Plenty of Mexican munchies, sizzling fajitas with all the fixings and frozen margaritas! Join DJ Jon James and dance the night away! Come in your best fiesta attire!

Monday, June 17, 2019

Continental Breakfast in Hospitality Suite
7:30 a.m. * Room: 111 and 112

Feeling hungry and need a light fare breakfast and coffee? We have what you need in the VFDA Hospitality Suite. A continental breakfast and beverages will be served for you to come by and grab a quick bite to eat.

Beer, Bourbon and Barbeque Networking Lunch
1:30 - 2:30 p.m. * Room: Atlantic Ballroom

Enjoy all the pleasures true Southerners live by — beer, bourbon, barbeque! It's a great day of beer and wine sippin', bourbon tastin', and barbeque eatin'. You will enjoy All-You-Care-To-Taste sampling of wine, beer, and bourbon. Enjoy BBQ Galore and all the fixins'. Dress is casual attire.

Beach Day/Cornhole Competition/Vendor Contest
2:30 - 4:30 p.m. * Room: 111 and 112

Enjoy a relaxing afternoon on the beach or visit the vendors Cornhole Competition on the green between the hospitality suite and the beach. Join in the fun! Benefits Comfort Zone Camp.

Tuesday, June 18, 2019

Continental Breakfast in Hospitality Suite
7:30 a.m. * Room: 111 and 112

Feeling hungry and need a light fare breakfast and coffee? We have what you need in the VFDA Hospitality Suite. A continental breakfast and beverages will be served for you to come by and grab a quick bite to eat.

Networking Lunch
1:45 - 2:45 p.m. * Room: James and York Room

Meet your peers and make new contacts while enjoying a delicious lunch. This is your time to develop, share ideas, and challenges in the funeral industry with your fellow funeral professionals and vendors. Make sure you bring your business cards and share your information. Play vendor trivia and win amazing prizes! Dress is casual attire.

Wednesday, June 19, 2019

Pancake Networking Breakfast
8:00 a.m. * Room: Cape Colony Ballroom

Stack'em high before you say goodbye! Stop by before you head home and fill your plate with something tasty and great!

Visit with Virginia Funeral Sales Association members. Dress is casual attire.



Learn more about [A Helping Hand](#), our Babysitting Service during the Awards Banquet.

Special Meetings

Sunday, June 16, 2019

Tuesday, June 18, 2019

VFDA Board of Directors Meeting

8:00 - 9:45 a.m. * Room: Cape Charles and False Cape

The VFDA Board of Directors and Committee Chairs will meet for their quarterly in-person association meeting. VFDA members in good standing and invited guests are only permitted to attend.

Board members are asked to wear khaki pants.

What Vendors Should Expect at this Year's Convention

9:45 - 10:15 a.m. * Room: Cape Charles and False Cape

Vendors should attend this meeting to get an overview of the NEW convention schedule, networking events, and hear about how to be involved in making this year's convention a success! Dress is casual attire.

Virginia Funeral Sales Association Membership Meeting

3:00 p.m. * Room: Cape Charles and False Cape

If you are a member of the Virginia Funeral Sales Association (VFSA) or you would like to learn more about joining, attend our quarterly meeting to learn the purpose of the association, what we are planning and upcoming events. Dress is casual attire.

Family Fun Outings

Sunday, June 16, 2019

Tuesday, June 18, 2019

Beach and Pool Time!

2:00 - 3:00 p.m. * Located near Hospitality Suite (Room: 111 and 112)

Free time on the beach or join us by the hotel pool for a sponsored light snack while soaking in the sun and enjoying a little pool time.

ATTENTION!

Stay alert for daily notifications, meeting room changes, and more!

Make sure to check your text messages, email, and social media networks daily! We'll be sending messages and updates throughout Convention!

Make sure we have your correct phone number, email address, and are following our social media networks!

Make sure you like us on [Facebook!](#)

Kayaking, Surfing, and Paddle Boarding Experience

8:00 a.m. * Meet on beach in front of hotel.

A customized Chesapeake Outdoors experience just for you! Choose from the ultimate Dolphin Kayak Eco-Tour, Stand-Up Paddleboard Eco-Tour of First Landing State Park, or take Surfing Lessons and experience the beautiful waters of the ocean that only Chesapeake Outdoors offers.

This two-hour guided kayak tour in the ocean to see wild dolphins is an awesome experience and best of all you can start and finish the tour right in front of the hotel. No experience necessary as we use sit-on-top kayaks which are very user friendly. We don't guarantee our dolphin sightings but we almost always see them. All equipment, instruction, and guides for the tour are provided. \$50 per person.

Stand Up Paddleboard Eco-Tour of First Landing State Park - This tour is conducted five minutes away via shuttle from the Wyndham Hotel from the Historic First Landing State Park and last about two hours. All equipment, instruction, and guides for the tour are provided. This paddleboard tour is done on the calm interior waterways of Linkhorn and Broad Bays and allows everyone to see a unique area of Virginia Beach and the state park. \$40 per person.

Surfing Lesson - Even though Virginia Beach is not known for its surf, it does get waves and they are perfect in the summer for teaching lessons. Experienced surf instructors will be ready in front of the hotel to provide you with an amazing experience. After brief instruction on the beach, your instructors will head out into the surf to assist you with catching and riding waves. \$60 per person.

The VFDA will contact participants in event of cancellations due to inclement weather.

We recommend bringing a bottle of water, sunscreen, and towel. Put personal items such as: phones, keys, and wallets in a dry bag. If you are bringing a camera, we highly recommend it be of the waterproof variety.

All participants MUST fill out a [Waiver Form](#). You MUST register in advance to participate.

Annual Awards Banquet and Cocktail Reception

Tuesday, June 18, 2019 * 6:30 -9:30 p.m. * Wyndham Virginia Beach Oceanfront

Join us for a memorable evening of dining and awards in the grand ballroom at the Wyndham Virginia Beach Oceanfront. This business casual/cocktail attire event begins with cocktails at 6:30 p.m. Following cocktails, dinner will be served at 7:00 p.m. Promptly following dinner, the official program begins which includes the annual VFDA awards presentation.

Special music performance by Ju Ju, Hampton Road's #1 Steel Drum performer! As a young percussionist, Ju Ju came to Hampton Roads in 1988 as a music education major at Norfolk State University. After leaving college to pursue a career in music, he had the privilege of performing for a living since 1994 when he was hired as a drummer at Busch Gardens Williamsburg. From there, Ju Ju played cruise ships, and toured. He has shared the stage with some very good company, including Temptations, Chris Vadala (from Chuck Mangione), Najee, gospel legend Albertina Walker, James Brown, Rickwy Smiley, Danny Glover, Jasmine Guy, Russell Simons, Earth Wind & Fire, Tim Reid, and Donna Summer.

Babysitting services are available for those children under 13. You must register for babysitting services on your convention registration form and fill out the necessary paperwork. More instructions can be found on the [VFDA Convention website](#).



Thank You Sponsors!

Hospitality Suite and Continental Breakfasts

Morrissett Funeral and Cremation Service
Central Virginia Funeral Directors Association

Keycard Sponsor

Answering Service for Directors - ASD

Service of Remembrance

National Funeral Directors Association (NFDA)
Omega Digital Press
Bass-Mollett Publishers
Roberts and Downey

Fellowship Luncheon

Bass-Mollett Publishers
Batesville Casket Company
Federated Insurance

Sunday's Beach and Pool Day

National Funeral Directors Association

Presidents Welcome Party

Thacker Casket Company

Beer, Bourbon and BBQ Lunch

Matthews Aurora

Monday's Beach and Pool Day

Regulatory Support Services

Tuesday Networking Lunch

Matthews Aurora
Lakeland Preeed Planning, LLC

Tuesday Beach and Pool Day

Custom Air Trays

Inaugural Cocktail Social

Wilberts of Virginia

Inaugural Banquet

Metropolitan Funeral Service and Southside Cremation Service
Warfield-Rohr Casket Company

Pancake Networking Breakfast

Virginia Funeral Sales Association (VFSA)

Giveaways and Prize Sponsors

Messenger
Homesteaders Life Company
Tukios
Virginia Artesian Bottling Company
Lawrence Land, Personal Injury Attorney
Jones Professional Vehicles
Treasured Memories



JOIN US TODAY

Your \$300 Membership Fee will be donated to the



VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION

Call or Email
(877) 785-2990
info@tmfh.com



First Data
Credit Card Processing



C&J Financial, LLC



LIVE OAK BANK



BETA CAPITAL CORP.



www.tmfh.com

Cornhole Competition

presented by the Virginia Funeral Sales Association



The Cornhole Competition will take place on the Beachside Lawn and go throughout the convention during pool/beach time and while the Hospitality suites are open.

Supports Comfort Zone Camp

Dear Virginia Funeral Sales Association Members:

The Virginia Funeral Sales Association (VFSA) is invited to this year's 131st Annual VFDA Convention, being held at the Wyndham Virginia Beach Oceanfront. Although we will not have an exhibits hall, this year's convention will have a new schedule of events, numerous networking opportunities and [sponsorship opportunities](#). I encourage you to take advantage of all the events the VFDA has to offer at this year's convention. This is a great opportunity for you to have 30 hours of face time with current and potential customers at this convention.

Lacy Whittaker, Executive Director of the VFDA, will be happy to help setup "pop-up" shops in your suites, make reservations at local restaurants, and create dynamic experiences for you and your clients.

Larry Spiaggi, VFDA President, is working hard to put on a memorable convention, with numerous networking opportunities, dynamic continuing education classes, fun hospitality suites for the entire family and vendor trivia games where you can win great door prizes. Make sure you support the VFDA convention through sponsorship opportunities being offered and get your name in front of this year's attendees.

The VFSA will host a Cornhole Competition to support Comfort Zone Camp throughout the duration of the convention during the pool/beach time and while the Hospitality suites are open. It will be held on the beachside lawn. Please come out and support Comfort Zone Camp and enjoy time with customers.

Please consider joining the VFSA! You can learn more about membership on the [VFSA page](#).

I look forward to seeing each of you at the 131st Annual VFDA Convention in Virginia Beach! I appreciate your support of this event!

Todd

Todd Dean
VFSA President

Registration Information

To pre-register, just complete the [event registration form](#), indicate your method of payment. If you have any questions, please contact the VFDA office at 804.264.0505.

Cancellation Policy: Full registration refunds will be given provided cancellation is received in writing via email or mail by June 3, 2019. After that date, a refund of 50% registration refunds will be given providing cancellation is received in writing via email or mail before June 10, 2019. No refunds will be given after June 15, 2019.

PLEASE NOTE: Due to the types of events and outings being offered this year, you **MUST** pre-register for events and outings prior to June 7, 2019. A limited amount of tickets will be available at registration and we cannot guarantee space for excursions and events.

General Registration Pricing:

VFDA Member Registration Fee - \$595
*VFDA/VFSA Member Spouse/Guest 1 Registration Fee - \$400
VFSA Member Registration Fee (non-sponsorship) - \$1,548
VFDA Non-Member Registration Fee - \$1,548
VFDA Non-Member Spouse/Guest 1 Registration Fee - \$558
VFSA Non-Member Registration Fee (non-sponsorship) - \$2,896
Student

Sponsors Registration Pricing:

Bronze Level Sponsor - \$1,048
Silver Level Sponsor - \$1,048 per person (up to two people)
Gold Level Sponsor - \$1,048 per person (up to four people)
Platinum Level Sponsor - \$1,048 per person (up to eight people)



Virginia Beach



Beach, Boardwalk, and Beyond
Virginia Beach offers sun and fun for all ages, with miles of outdoor recreation. Take a stroll on the Boardwalk, or experience the Chesapeake Bay's natural beauty at First Landing State Park. Visit the Virginia Aquarium, or catch your favorite band at Veterans United Home Loans Amphitheater. And what summer destination is complete without go-carts, laser tag, mini-golf, amusement parks, and other family-friendly attractions? We've put together a list of [Virginia Beach Attractions](#) with more information on things to do in the area.

Congratulations, Larry!



2018-2019 VFDA President

Your entire staff at Morrisett Funeral & Cremation Service would like to congratulate you on a successful year as the 2018-2019 Virginia Funeral Directors Association President.

We would also like to give a heartfelt thank you for your leadership, wisdom, and guidance both at the office and within the association.

Your dedication to the funeral service profession is inspiring.





BURIAL VAULT SERVICE

Markham Burial Vault thanks you for your support



PERSONALIZATION



Helping funeral directors serve their families since 1936.

8400 Jefferson Davis Hwy
N. Chesterfield, VA 23237

800-552-2892
804-271-1441

P O Box 2309
Chester, VA 23831

markhamvault.com

markhamvault@comcast.net

Welcome from the Executive Director...

Lacy Whittaker

We look forward to having you join us for the 131st Annual Virginia Funeral Directors Association Convention in sunny, warm Virginia Beach. This years convention consists of a new schedule of events, numerous networking opportunities, endless food opportunities, and excellent continuing education programs.

The Wyndham Virginia Beach Oceanfront is located on a semi-private beach with all the amenities of home. You will have access to the hotel shuttle to travel to and from the Virginia Beach boardwalk. We have a list of area restaurants available on the VFDA website and the VFDA office will be happy to assist you in making large party reservations.

This is a new format of our convention, so please make sure you review the program information on our website and make sure we have your cell phone numbers to stay up-to-date. We appreciate this years suppliers for taking advantage of the large amounts of face time you have available to you this year.

Thank you to our sponsors who have committed to supporting our convention this year.

We look forward to seeing you and your family in Virginia Beach in June! Come and make it a family vacation.

Lacy

Lacy S. Whittaker
VFDA Executive Director



Photos!

Please share your memorable photos throughout the convention by sending to info@vfda.net. We will share these during the VFDA Annual Awards Banquet!

Convention!
Virginia Beach * June 16-19, 2019



Wyndham Virginia Beach Oceanfront

REGISTER TODAY!

www.vfda.net

VFDA 131st Annual Convention Information:

The VFDA is going green! Convention registrants will stay up-to-date on convention continuing education and activities through communication via text and email.

Make sure you also bring your laptop to this year's convention. There will be NO handouts given at registration. Instead, you will receive a USB drive with convention continuing education programs, sponsors information and more!

Get charged up and join us for a dynamic
131st Annual VFDA Convention!



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

Virginia Funeral Directors Association * P.O. Box 395 * Hanover * VA * 23069
804.264.0505 * www.vfda.net * info@vfda.net