

THE BULLETIN

JULY | AUG | SEPT | 2019



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TABLE OF CONTENTS

MESSAGES AND FEATURES

- 4 **President's Message**
- 5 **Executive Director's Message**
- 23 **Legislative Chair's Message**



VFDA elects Jerry Andrews, President.

MEMBER NEWS

- 7 **Member News**
- 8 **Member Moments**
- 21 **Legislative Update**
- 26 **Membership Challenge**



Check out the highlights from the 131st VFDA Annual Convention beginning on page 15.

UPCOMING EVENTS

- 11 **Virginia Night**
- 22 **Winter Conference**
- 46 **2019 VFDA Calendar of Events**



Join the VFDA at the VFDA Winter Conference in Richmond, January 26-27, 2020.



Moving forward and embracing change

Greeting from Gloucester, Va. I hope everyone is having a great summer!

I want to thank everyone who participated in the 131st Annual Convention in Virginia Beach this past June, and I would like to thank all the sponsors that helped make this convention a huge success. When you see these sponsors, please thank them for their help. I know that this year was a drastic change in the way that things were done and we would like any feedback; good or bad from our membership.

I am very humble to have been elected president of Virginia Funeral Directors Association. I have been coming to VFDA conventions since I was a youngster. At that time, one year the convention would be held at the John Marshall Hotel in Richmond and the next at the Hotel Roanoke. There have been so many changes since then. There used to be funeral coaches and ambulances on the exhibit floor (that kind of dates me). Over the years it evolved to funeral coaches, limousines, and removal vehicles. Things change, and we have to change also. If we don't, we will be left behind. We should look at these changes and embrace them so we as an association can move forward.

I am looking forward to visiting with each of the districts during the upcoming year. I urge our membership to take advantage of the benefits of VFDA, such as the Traveling Caravan. They will be in Danville, Bristol, Richmond, Roanoke, and Ashland this year.

I hope that everyone has a happy and safe rest of the summer. Will be seeing you soon.

Gerald L. "Jerry" Andrews

Join the Virginia Funeral Sales Association!

HOW THE VFSA CAN HELP YOU:

- Exclusive networking opportunities at convention
- Provide support to customers throughout Virginia

The mission of the VFSA consists of member firms that specialize in products and services specifically for the funeral home industry. The VFSA is growing its membership, financials, and support over the coming year, so they can be more active and support funeral service associations across Virginia. The VFSA will meet quarterly (two conference calls and two face-to-face meetings) each year. This is a great opportunity for us to discuss ideas, issues, and topics of concern. At our first in-person meeting at The Quirk Hotel in Richmond, we discussed future convention sponsorship opportunities, scholarships, and other networking opportunities the VFSA could support in the future. I encourage you all to participate in the VFSA and share your ideas. Please "like" us on our newly created Virginia Funeral Sales Association (VFSA) Facebook page! This is a great way to network and share information with each other and customers.

For more information visit: www.vfda.net/about/virginia-funeral-sales-association/



A new program added to the VFDA: Ambassadors

We are winding down from the 131st Annual VFDA Convention in Virginia Beach and I must say this year's convention was one of the BEST! Your Executive Board and Board of Directors, under the forward thinking of Larry Spiaggi made big changes to this year's convention. It was a fantastic time of fellowship, networking and professional development. If you missed this year's convention, you should really plan to attend next year at the Wyndham Oceanfront Virginia Beach on June 21-24, 2020. Enjoy the many pictures and attendee quotes from this year's convention.

Not only are we starting to plan next year's convention, we are putting together the program for this season's traveling caravans. The professional development committee has been meeting to determine programs and presenters. Our traveling caravans will start on November 20, 2019 in Danville and continue across the state ending March 26, 2020 in Ashland. See our traveling caravan schedule in this edition of the Bulletin. We hope to see you around the state this year!

If you missed it, the association is offering a free membership to interns. We hope interns working in your funeral homes will take advantage of this offer and sign up with us today. In this issue of the Bulletin, there is a sign up form or sign up on online at the VFDA website under the Student/Intern tab. Please pass this information onto your interns.

We are excited to be rolling out the VFDA Ambassadors program this year.

Ambassadors

The ambassadors' program was created with the concept of allowing our funeral service students better access to the Virginia Funeral Directors Association Board for questions or to bring issues to our members. These dedicated students attend board meetings and weigh in on discussions. Our goal is to have ambassadors from four of the mortuary schools to include: John Tyler Community College, Gupton Jones College of Funeral Service, Tidewater Community College and Pittsburgh Institute of Mortuary Science. Ambassadors should be 2nd year students. Being an ambassador can be a stepping-stone to becoming an executive board member by learning what it takes to represent funeral service professionals across the Commonwealth. As an Ambassador, you are given travel and lodging reimbursement, registration reductions and waivers to VFDA training and special events. An Ambassador is a non-voting member of the VFDA Board of Directors.

Ambassadors will represent the VFDA as a point of contact to members and non-members, represent VFDA at regional district meetings and functions, promote the VFDA and attend and setup VFDA Conventions. Ambassador responsibilities will include reporting information and updates from your college, report on activities, monthly reports to the Ambassador Chair and report quarterly at VFDA Board of Director meetings. We will expect Ambassadors to complete the Annual Ambassadors Training, maintain a positive image, be knowledgeable of VFDA, attend two conference call meetings and two in-person meetings of the VFDA Board of Directors, attend the VFDA Convention, assist the VFDA Board in assigned duties and maintain good standing with the school attending.

Follow us on Facebook and Instagram to keep up with all the latest happenings and events! I look forward to seeing you at your district meetings.

Lacy S. Whittaker

District Meeting Planning? - We're here to help!

Are you in charge of planning your district meeting? Let the VFDA help you plan your next district meeting.

Lacy Whittaker, VFDA Executive Director will help you plan your meetings, speaker, and invite special guests.

If your district is in need of planning or continuing education programs, contact Lacy at lwhittaker@vfda.net.

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VFDA Elects Jerry Andrews, President

The Virginia Funeral Directors Association (VFDA) welcomes the 2019-2020 Board of Directors. The association held its 131st Annual Convention in Virginia Beach, June 16-19, 2019. The Association's Inaugural Banquet and installation of officers took place on June 18, 2019, where the association introduced the new board members.

The 2019-2020 President of the VFDA is Gerald "Jerry" Andrews.

Andrews is a second-generation funeral director having grown up in the funeral business. He served his training with E.

Alvin Small Funeral Home in Colonial Heights,

while attending mortuary school at John Tyler Community College. He worked for the Lawrence B. Wood Funeral Home from 1977 until 1993 when he left to join his parents and became manager of the family business. He is past president of the Tidewater Funeral Directors Association and is very active in his church and many local civic organizations.

The 2019-2020 Virginia Funeral Directors Association Board of Directors members:

- Gerry L. "Jerry" Andrews, President, Andrews Funeral Home and Crematory, Inc., Gloucester, Va.
- Marty White, President-Elect, Stover Funeral Home, Strasburg, Va.
- Jay McIntyre, First Vice President, McMullen Funeral Home, Harrisonburg, Va.
- Bobby Gardner, Jr., Second Vice President, Gardner Funeral Home, Floyd, Va.
- Larry Spiaggi, CFSP, CCO, CPC President, Morrissett Funeral & Cremation Service, N. Chesterfield, Va.
- Leslie "Les" Powell, III, Secretary-Treasurer, Powell Funeral Home, Inc., South Boston, Va.
- Paul Hazelgrove, At-Large Director (Two-Year), SCI - Richmond/Virginia Beach, Va.
- Brian Horne, At-Large Director (Two-Year), Horne Funeral Service, Inc., Christiansburg, Va.
- Clint Oxendine, At-Large Director (Two-Year), Mountcastle-

- Turch Funeral Home & Crematory, Inc., Dale City, Va.
- John Saville, Heritage Funeral Service & Crematory, Lynchburg, Va.
- Russ Teffner, Blue Ridge District, John M. Oakey & Son Funeral Home and Crematory, Salem, Va.
- Larry Corey, Central District, Morrissett Funeral & Cremation Service, N. Chesterfield, Va.
- Gary Maxwell, Northern District, Mountcastle-Turch Funeral Home, Annandale, Va.
- Daniel Chapman, Shenandoah District, Johnson Funeral Service, Inc., Grottoes, Va.
- Larry Joines, Southside District, Bassett Funeral Service, Bassett, Va.
- Matthew "Matt" Perry, Southwest District, Frost Funeral Home, Abingon, Va.
- Douglas Parr, Tidewater District, Parr Funeral Home & Crematory, Suffolk, Va.
- Todd Dean, Virginia Funeral Sales Association, Richards-Wilbert, Inc., Staunton, Va.
- Haile L. "Butch" Gatewood, Jr., NFDA Policy Board Representative, Norris Funeral Service & Crematory, Inc., Martinsville, Va.



Gerald L. "Jerry" Andrews, Andrews Funeral Home and Crematory was installed as VFDA President on June 18, 2019 in Virginia Beach, Va. Pictured at left is Larry Spiaggi, CFSP, CCO, VFDA Past President.

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Share Your News With the VFDA

Do you have any professional or personal news that you would like to share with your fellow members in the "Member Moments" section of our newsletter? If so, please send it to the association office for publication in the next issue of THE BULLETIN. To be published in the next issue, please send to the VFDA office by October 13, 2019.

We welcome:

- Wedding and birth announcements (of VFDA members only).

- Updates on member's certifications, honors, promotions, or retirements.
- News about significantly completed renovations to a member's business property.
- Address changes, moving updates, etc.

Please note that news should be about members only.

Space is limited. All submissions are restricted to two to three sentences. VFDA reserves the right to edit or publish items based on content and available space.

Best of luck, Joshua Weatherby!



Joshua Weatherby, former Funeral Director at Fairfax Memorial and President of the Northern Virginia Funeral Directors Association has moved to Texas!

We wish Josh all the best as he continues his funeral service career in Texas! He has been traveling back to Virginia for district meetings to fulfill his term as president.

Your professionalism and commitment to your district and the profession is outstanding. We will miss you!

ASD Releases ASD Mobile 4 with Powerful New MobileFH™ Texting Solution

Directors Will Now Be Able to Send and Receive Text Messages Using Their Funeral Home's Main Business Phone Number

Media, PA —ASD - Answering Service for Directors announced today the release of the company's **ASD Mobile 4** app to the Apple App Store and the official launch of an exclusive texting solution for on-call funeral directors. **MobileFH™ Texting** allows ASD clients to send and receive text messages using the funeral home's main business number as the sending number. This innovative technology empowers funeral professionals to be responsive to families without sacrificing their privacy.

ASD's Technical Team created MobileFH™ Texting specifically to support on-call funeral directors by helping to facilitate mobile communications. The feature works by connecting the funeral home's office number to ASD. MobileFH™ Texting ensures families and contacts are using the right phone number when sending sensitive information to the funeral home via text message. It also provides on-call funeral directors more freedom to conduct business on the go without giving out their personal cell phone numbers. Funeral home owners and managers can easily review their staff message exchanges with families as all text messages, photos, and important documents are stored

safely within the ASD Mobile App.

"I have been one of the lucky funeral homes to sign up for the beta testing for MobileFH Texting. The day I downloaded the new app on my smartphone, I used it and loved it!" says Funeral Director, Robert Acevez of Acevez Funeral Home in East Chicago, IN. "A first call, at need family was price shopping and I was able to send her prices with the secure name of my funeral home. Not only did it legitimize my response, but it put this family at ease by professionalizing our business. I am a small volume funeral home and new owner in a very traditional community, therefore I often forward my funeral home calls to my cell phone. The ability to text families while away from the office is priceless. Thank you ASD for this progressive thinking and convenient feature."

By allowing funeral professionals to use their funeral home's number to communicate via text message, ASD is revolving a whole host of on-call issues that have caused funeral directors countless headaches in the past.

ASD MobileFH Texting Solution continued to page 9.

"I didn't know how the convention would be without exhibits but I really liked it. It was different." - 131st Annual VFDA Convention Attendee

MobileFH Texting: 7 Solutions in One Tool

1. Offers on-call directors added privacy and better protection for their cell phone number.
2. Allows every director to easily retrieve photos and attachments from families and other contacts.
3. Prevents directors from having to respond to text messages on their day off, which helps alleviate staff burn out.
4. Provides a record of the conversation and a general location for all texts - keeping everyone on the same page.
5. Enhances office organization and streamlines tasks by making important communications easier to find and retrieve.
6. Gives owners and managers added oversight to monitor staff's text messages with funeral home contacts.
7. Ensures a family does not text a funeral director who is no longer working at the funeral home.

MobileFH Texting is an extension of ASD's MobileFH feature, which enables ASD clients to call any phone number from their cell phone and display the funeral home business phone as their outgoing Caller ID. By introducing this patented, unrivaled technology to text messaging, ASD is making it even easier for on-call funeral directors to be responsive to families without sacrificing their privacy.

"When cellular technology was first introduced, it provided directors with more freedom than they had ever enjoyed in the past, but it also introduced a new host of on-call dilemmas. It's no wonder so many funeral professionals struggle with compassion fatigue and burn out; it's pretty difficult to separate your personal life from your professional life when you're

receiving text messages from families on your night off," says ASD's Vice President and Family-Member Owner, Kevin Czachor. "We analyzed this problem and developed a solution specifically to help on-call funeral directors while improving the funeral home's overall communication. MobileFH Texting is truly a win-win-win for everyone!"

In December, ASD sent out a prerelease invitation to the company's beta testing program. More than 100 funeral homes worked closely with ASD's in-house technical team to provide feedback and their firsthand accounts of using the feature. This process helped ASD to ensure MobileFH Texting meets the needs of funeral directors and is compatible with all devices. ASD Clients can access the feature by updating their ASD Mobile app through the Apple App Store. An Android-compatible version is currently being developed and will be released in the coming months.

About ASD

ASD - Answering Services for Directors has created a new class of answering service for the funeral profession. Family owned and operated since 1972, ASD blends state-of-the-art technology with an extensive, 6-month training program focusing on compassionate care. The company's custom-built communication systems and sophisticated mobile tools were designed solely to meet the needs of funeral professionals. By offering funeral directors unmatched protection for their calls, ASD has redefined the role of an answering service for funeral homes. For more information, visit www.myASD.com or call 1-800-868-9950.



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Congratulations!

Congratulations to Henry Funeral Home who was chosen as "Best Funeral Home" in the Shenandoah Valley, for the second year in a row by Virginia Living Magazine!

Coffman Funeral Home and Crematory - 2nd Place

Grandle Funeral Home, Inc. - 3rd Place

Holiday Recipes

We want to share your favorite holiday recipes in the October-December issue of The Bulletin! Email your favorite recipe to info@vfda.net before October 11, 2019. Please include your name and any fun facts you want to share on the history of the recipe! For example, "This recipe that we've been enjoying around my Mama's table for 20 years."

C&L Containers continues with next generation

CHESAPEAKE, VA-- In 1991, after the closing of his family's business, Tidewater Produce, Matt Russo was approached by longtime family friend, Jimmy King, of Fallon Body Removal Service. Jimmy expressed the need for a company on the East Coast that could manufacture shipping and cremation containers.

After researching the industry, Matt approached his brother-in-law, Isaac Williams, with his idea. They became partners and founded Custom Air Trays in 1992. Matt was the brains and Isaac was the brawn. They started their business operating out of a very small metal building owned by family in Portsmouth, VA. They worked tirelessly seven days a week, building containers, calling funeral homes and making local deliveries in a station wagon.

Their first big break came when Robert Inman, of Inman Worldwide Shipping, heard about this little company and asked to come for a visit. Matt threw out his work boots held together with duct tape, and bought new boots to make a good impression! Matt always said Bob Inman put "them" on the map.

From their humble beginnings in a tiny metal building to a 30,000 square foot warehouse in Virginia Beach, Matt's vision, hard work and tenacity grew Custom Air Trays to the largest family owned shipping and cremation manufacturer in the United States. He was well known and respected within the funeral business and made numerous life long friends.

Matt sold Custom Air Trays in 2000 and founded several property development companies as well as a window treatment design studio. However, he never completely left the funeral industry. He continued working with local funeral homes and casket companies. His knowledge and connections were very instrumental when his son's mother, Lori Russo Eanes, and her brother Christopher Williams, founded C & L Containers, Inc. in 2001. With the same beliefs in personal service and first rate quality, C & L Containers, Inc. continues Matt's vision. Matt's greatest moment was when his son, Matthew Russo, joined the family business as an owner and Vice President of Operations.

Matt unexpectedly passed away March 16, 2019. "Matt always spoke about the unique and special people he met working in the funeral industry. He often spoke about how much he missed the day-to-day contact with customers and industry friends. As we all know, our industry is a family and no matter where our journey takes us, our bond is never broken. Today, Matt's legacy has come full circle," reflected Lori.

Lori and Matthew continue to serve customers by understanding their needs and offering service, quality, and affordable pricing for burial, shipping and cremation supplies. All C & L shipping containers for burial are independently tested, certified, and stamped for international shipments. Learn more at www.clcontainers.com.

Gather — The Future of Funeral Home Software

Gather is a funeral home case management software solution that enables the funeral home and the family to begin the collaboration and mourning process at the same time. With a completely custom online app, you can access your account on a desktop or mobile device to complete tasks and manage your information securely and efficiently, from anywhere and any time. We help you help them by: going above and beyond for your families during their difficult time, making you stand out from the competition, advancing your funeral home with innovative features, and allowing you to grow your business and save money simultaneously. We are passionate about the service we provide, and we're here to reinvent the funeral home industry and the way we remember our loved ones. Are you ready to be their Hero? Jeff Hogg, 208-477-4372, <https://gather.app/>



VIRGINIA
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VIRGINIA NIGHT

JOE'S SEAFOOD PRIME STEAK & STONE CRAB

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**\$125
per person**

Cocktail Reception will start at 6:00 p.m.
followed by dinner

APPETIZERS

Fried Calamari
Spinach Stuffed Mushrooms
Shrimp Dejonghe

SALAD

All Greens Creamy Vinaigrette

ENTRÉES

*(Guests will order their entrees
on the night of the event. Choice of one:)*

Herb Roasted Chicken
Colossal Lump Crab Cakes
Ahi Tuna Filet Mignon Crispy Potato Cake,
Spinach, Mushroom, Red Wine Bordelaise
Florida Stone Crab Claws Joe's Mustard Sauce
(Price And Size Subject To Availability)
New York Strip Steak 16 Oz
Filet & Tail - 6 Oz. Filet Mignon, 10 Oz. North
Atlantic Lobster Tail, Drawn Butter

SIDES

Jennie's Mashed Potatoes
Steamed Asparagus Lemon Butter

DESSERTS

Key Lime Pie
Banana Cream Pie With Foster Sauce
Old Fashioned Apple Pie Served A La Mode

RSVP by October 14, 2019

Name: _____

Guest Name(s): _____

Firm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Cell Phone: _____

E-mail: _____

Number of persons attending: _____

Method of Payment: Amount Enclosed: \$ _____

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Federated Mutual, Life Company named 2019 Ward Group® Top Performers

Federated Mutual Group was recently named to the top 50 U.S.-based property and casualty companies and Federated Life Company was named to the top 50 U.S.-based life insurance companies.

Headquartered in Cincinnati, Ohio, insurance industry analyst Ward Group annually recognizes 50 companies that have excelled at balancing financial safety, consistency, and performance during the past five years. They conducted separate analyses on nearly 3,000 property and casualty companies and 700 life-health companies.

"Our continued commitment to financial strength has once again resulted in this acknowledgement from Ward Group,"

Chairman and CEO Jeff Fetters said. "Their industry benchmarking reaffirms Federated's ability to fulfill its responsibilities to policyholders and association partners." Founded in 1904, Federated Insurance is a national insurance and risk management organization that serves the property, casualty, and life insurance needs of clients in select industries. The organization has more than 500 recommendations from state, regional, and national associations and buying groups and is rated A+ (Superior) by industry analyst A.M. Best®.

At Federated Insurance, It's Our Business to Protect Yours.®

I think this convention was terrific. While we knew going in that there may be some hiccups as part of the major change, overall I loved it. Lacy and Larry worked tirelessly to make it happen. Pulling things together to make the bumps smooth...showing how awesome she really is at her job!- 131st Annual VFDA Convention Attendee

Thacker Completes Multimillion-Dollar Investment to Expand its U.S. Manufacturing Capabilities

Thacker Caskets recently completed a multimillion-dollar investment project at its casket manufacturing facility in Florence, Alabama. Over the last 3 years, Thacker built the newest casket shell stamping facility in the United States. To house its new stamping operation, Thacker added a 40,000 square foot building, making Thacker's total manufacturing facility nearly 340,000 square feet. The new building, equipment and dies will offer Thacker customers new and innovative product improvements that no other manufacturer offers.

It has always been a dream of the Thacker family to own and operate its own casket stamping facility as it allows for complete control of the manufacturing process from beginning to end.

CJ Thacker, CEO of Thacker Caskets said, "with the new stamping facility complete, there is no other casket company in the US that controls more casket and component manufacturing capabilities under one roof than Thacker." He went on to say, "As corporate manufacturers continue to increase prices to appease Wall Street investors, we are investing back into our business to develop new and innovative products to help funeral homes - all at an honest price."

In 2015, Thacker purchased three stamping presses from Ford Motor Company. Each have the capability of generating 1,000 tons of force. The presses then were disassembled and transported down to their new home in Florence, Alabama. As the presses were being moved, Thacker built a 40,000 sq. ft.

addition onto its existing manufacturing facility to house the new equipment.

In designing the dies that would physically form the various casket components, Thacker insisted on thinking outside the box (pardon the pun). Rather than replicating what every other manufacturer already had, Thacker incorporated several new features into the dies.

All Thacker 20-gauge, 20-gauge non-gasketed and 18-gauge caskets now feature a curved design on the bottom base rail and a more modern lid profile that accentuates the beauty of the metal itself. Thacker is also the only manufacturer to include a fully stapled interior attachment system directly within the stampings, to ensure a consistent interior fit and finish.

While the dies were being engineered Thacker also developed Tailored Designs™, the industry's only interior attachment system that allows for funeral homes to change the interior fabric of the casket on an at-need basis. Tailored Designs™ was launched in 2017 and has given countless families the ability to choose an alternative interior from Thacker's unique line of eight modern fabrics. Without the creation of the brand new dies, this project would not have been possible.

Since 1939, Thacker has worked to become the leading family owned funeral supplier in the industry. To learn more about Thacker and its quality line of burial and cremation products please call 800.637.8891 or visit www.thackercaskets.com.

Messenger Acquires Express Funeral Funding (EFF)

AUBURN, IN — Messenger, a leading provider in stationery, funeral service items and personalization solutions, is pleased to announce the acquisition of Express Funeral Funding.

"After careful consideration, we sought the opportunity to acquire one of the fastest growing companies in the funeral profession," commented Kevin Keane, president of Messenger. "This will allow Messenger to broaden our existing product line and services to funeral homes and cemeteries, while providing innovative solutions for families during their most difficult time of need."

As the largest privately held and FASTEST. EASIEST.® insurance assignment funding company in the nation, Express Funeral Funding has been providing funeral homes and cemeteries the ultimate funding experience since 2002.

"Our focus from the beginning was to be the best in the industry, not necessarily the biggest," said Steve Calloway, president and co-founder of Express Funeral Funding. "We strongly believe this acquisition will provide our partnering funeral homes and cemeteries an even greater funding experience."

Both organizations remain dedicated to continually providing world-class solutions to funeral homes, cemeteries, and their families.

"This is great for our customers. We are thrilled to have aligned with an organization which shares our same mission, to provide the funeral profession with unparalleled services," explained Aaron Calloway, executive vice president and co-founder of Express Funeral Funding. "Our goal has always been to provide leading-edge solutions and total customer satisfaction to our funeral homes and cemeteries, and I am confident this acquisition will achieve this on a greater scale." Express Funeral Funding utilized Midwest based investment bank Periculum Capital Company as advisor for the sale of the company.

All sales and customer service inquiries will continue to be handled by the respective companies. To reach Messenger, please call 1.800.827.5151 or email messenger@messengerllc.com. To reach Express Funeral Funding, please call 1.812.949.9011 or email contact@expff.com.

Messenger LLC, headquartered in Auburn, Indiana, was founded in 1913 by Frank Messenger who started in the religious calendar business and has since become the leading provider of stationery, funeral service items and personalization services. Focused on being a trusted partner to funeral professionals, Messenger delivers time saving solutions with quick lead times and exemplary service, an extensive line-up of well-known brands and licensed artists, exclusive partnerships and one of the most experienced and extensive sales teams in the funeral industry. For more information about Messenger, visit www.messengerllc.com or call 1.800.827.5151.

Jill Lazar Named New Homesteaders Account Executive

West Des Moines, Iowa — Homesteaders Life Company VP-Field Sales Dan Lodermeier is pleased to announce that Jill Lazar has joined Homesteaders' industry-leading team of account executives. Lazar is a licensed funeral director and certified preplanning consultant with 20 years of funeral service experience.

"Jill's background of working directly with families in a funeral home will make her a great addition to the Homesteaders team," said Lodermeier. "She has a passion for funeral service a drive to help our funeral home customers succeed. I have no doubt she'll be an asset in her territory."

Lazar is excited to help funeral homes find success. "I have a

passion for creating success-oriented plans for funeral homes, and I'm ready to help my territory in any way I can. One of my strengths is understanding what day-to-day life is like as a funeral director. I know we can work together to help their communities prepare for the future."

Lazar will serve customers in Delaware, Maryland, New Jersey, Pennsylvania, and Virginia.

Homesteaders Life Company, a mutual company owned by its policy holders, is a national leader providing products and services to promote and support the funding of advance funeral planning and end-of-life expenses. Visit homesteaderslife.com to learn more.

Congratulations, Larry!



2018-2019 VFDA President

Your entire staff at Morrissett 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.



131st Annual VFDA Convention Highlights
Wyndham Virginia Beach
Virginia Beach, Virginia

Thank You Sponsors!

On behalf of the Virginia Funeral Directors Association (VFDA) Board of Directors, Larry Spiaggi, Immediate Past President; Jerry Andrews, President; and Lacy Whittaker, Executive Director, we thank you for your support of the 131st Annual VFDA Convention in Virginia Beach. This was a fantastic convention and our attendees were able to enjoy networking opportunities and continuing education classes because of your sponsorship support this year. We appreciate the sponsors listed below and those advertised throughout this issue of The Bulletin.



O H JONES INTERIORS



Roberts & Downey
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Helping families honor
the lives of those they love.®



"Really enjoyed the new format. Lots of time to enjoy our friends and make new ones. Enjoyed having most everything onsite. Great convention. Props to Larry for the hospitality suites!"
 - 131st Annual VFDA Convention Attendee

**131st Annual VFDA Convention Highlights
Wyndham Virginia Beach
Virginia Beach, Virginia**

2019 VFDA Funeral Director of the Year

Congratulations to **Daniel Chapman**, Johnson Funeral Service, on being selected as the 2019 Virginia Funeral Directors Association Funeral Director of the Year!



2019 VFDA Legislator of the Year

The Virginia Funeral Directors Association recognized **Senator John S. Edwards** as the 2019 VFDA Legislator of the Year. We appreciate Senator Edwards' commitment and dedication to the funeral service profession.

2019 VFDA Golden Licensee - 50 Years

The Virginia Funeral Directors Association honored **David Arritt**, Arritt Funeral Home (pictured at right); **James C. "Jim" Dickerson**, Bliley Funeral Homes (not pictured); **Bobby R. Hall**, Woody Funeral Home (not pictured); **William Carter Simpson**, Simpson Funeral Museum/Mastercraft Casket Company (not pictured); and **Jimmy H. Singleton**, Singleton Funeral Home and Cremation Services (not pictured) for 50 years of service to the funeral service profession. We appreciate your contribution to the association's history and tradition.



2019 VFDA Golden Licensee - 55 Years

The Virginia Funeral Directors Association honored **Gary Sibert**, Stover Funeral Home & Crematory (pictured at left) for 55 years of service to the funeral service profession. We appreciate your contribution to the association's history and tradition.

131st Annual VFDA Convention Highlights continued to page 17.

2019 VFDA Golden Licensee - 60 Years

The Virginia Funeral Directors Association honored **Ryland Bennett**, Wrenn-Yeatts Funeral Home (pictured at right) for 60 years of service to the funeral service profession. We appreciate your contribution to the association's history and tradition.



2019 VFDA Rookie of the Year

The Virginia Funeral Directors Association recognized **Stephanie Bell**, Woody's Funeral Home as the 2019 VFDA Rookie of the Year.

2019 VFDA Intern of the Year

The Virginia Funeral Directors Association honored **Mackenzie Riley**, Frost Funeral Home (pictured at right) as the 2019 VFDA Intern of the Year.



Larry and Sue:



Thank you for your hard work and support this past year as the President and First Lady of the Virginia Funeral Directors Association. We accomplished making a significant change in the association's annual convention. This change is helping to move the association forward and creating more opportunities for members to learn about products and services that can help move their funeral home into the future.

It was truly a pleasure to work with both of you. I appreciate your friendship.

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Following us on social media helps you to stay up-to-date on the latest association happenings!



Virginia Apprenticeship Program

The Virginia Apprenticeship Program has been around for years, recently, funeral apprenticeship has been added to the national registry.

A benefit is that if a company chooses to pay for an apprentice's tuition, they can get a partial reimbursement for that expense each year.

You can find out more about the program as a whole at the Department of Labor and Industry's [website](#).



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Beautiful Buchanan, Va in the Spring. Photo credit <http://www.visitbotetourt.com>.

Meetings are held on the third Tuesday in January, March, May, July, and September. Installations in July.



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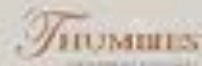
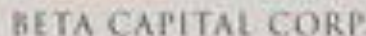
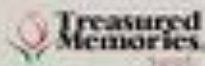
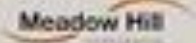
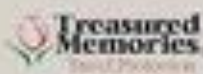
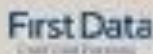
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JULY 2019 LEGISLATIVE UPDATE

PRIMARIES ARE OVER

June 11 has come and gone, and party primary elections are over. The following is a brief rundown of what happened across the state with hyper-links to some graphics that VPAP.org developed regarding the results. We will also share some information about November's general election.

Overall, there were 33 primary contests in General Assembly districts around Virginia. That includes [19 contests in the House of Delegates](#) and [14 in the Virginia Senate](#). Of note, there were twice as many contests on the Democratic side (22) as there were on the Republican side (11). The nominating elections were a mixture of races involving challenges to sitting incumbents, races to determine the nominee who will challenge an incumbent from the opposing party in November, and races to win the party nomination in seats being vacated by departing legislators. In several contests, the power of incumbency was on display when just three sitting legislators from either party lost an election. (Delegate Bob Thomas and Senator Rosalyn Dance, and ultimately Delegate Chris Peace conceded on June 28.).

There were many interesting contests. For instance, long-time incumbents being challenged, such as Senator Dick Saslaw (D-Fairfax) and Senator Emmett Hanger (R-Rockingham). As also mentioned above, long-serving Delegate Chris Peace (R-Hanover) ultimately conceded to Scott Wyatt on June 28th after much intra-party struggle. However, by far, the most interesting "plot twist" was the defeat of incumbent Senator Rosalyn Dance (D-Petersburg) race, who was unseated by Joe Morrissey. Morrissey, a former member of the House of Delegates and a past Richmond Commonwealth's Attorney, is perhaps best known for his aggressive style and many personal controversies while serving in the House of Delegates.

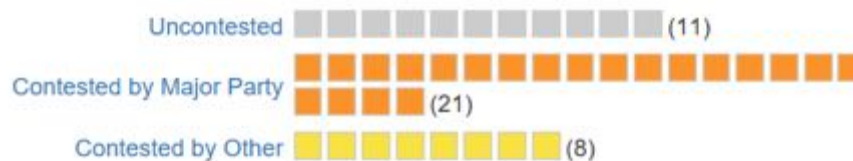
Another special note of interest: candidates for the House of Delegates this year are presently running in districts whose boundaries have been adjusted by a federal court ruling. As a result of that ruling a district map drawn by Republicans in 2011 has been replaced with a map created by a political science professor at the University of California-Irvine.

GENERAL ELECTIONS IN NOVEMBER

All 40 Senate Seats are up for Election (currently 21-19)

- 5-6 seats currently held by Republicans are in danger of flipping
Targeted Republican Seats: Black (open seat), Dunnington, Sturtevant and Wagner (open seat) Reeves, DeSteph, Chase
- 1 seat currently held by a Democrat is vulnerable: Lynwood Lewis
- Each member represents approximately 200,000 people

Contested State Senate Elections



[Senate Graphics from VPAP.org](#)

Legislative update continued to page 21.

"Congrats to Lacy and the VFDA – what a great convention! I really had a nice time and truly enjoyed the new format. We appreciate all you do!" - Donna Wade, Senior Marketing Representative, Federated Insurance

All 100 House Seats are up for Election (currently 51-49)

- Overall there are 15-16 Democrat and Republican Seats in play
- House maps will reflect court-ordered district changes impacting 26 districts, sometimes significantly changing the partisan outlook for those districts
- 6 Republican-held House seats now have Democratic advantages based on past voting patterns, including Speaker Cox, Appropriations Chairman Jones and Delegate Stolle
- Each member represents approximately 80,000 people

Contested House of Delegates Elections



[House Graphics from VPAP.org](http://VPAP.org)

Targeted Republican Seats: Hugo, Yancey, Helsel, Thomas (open seat) Ingram (open seat)

Targeted Democrat Seats: Turpin (open seat), Gooditis, Rodman (open seat), Adams, Prince William County (Carter, Ayala, Roem)

RETIREMENTS: Delegates Dickie Bell; Scott Garrett; Gordon Helsel; Riley Ingram; Steve Landes; Brenda Pogge; David Toscano; and Matthew James

Senators Dick Black; Bill Carrico; and Frank Wagner

Angie Bezik , Brenda Roberts & Julia Hammond

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I can't believe we are already halfway through 2019. So many good things happened this year during the 2019 legislative session for the VFDA and now it's time to refocus for the 2020 session.

I want to extend a HUGE congratulations to Jerry Andrews and wish him the best! I look forward to this year with you as our president.

I also want to congratulate Larry Spaggi for his year as president! It was a great year and I look forward to working hand in hand with you again this year on legislation!

Now on to the matter at hand, EDRS. I want to remind you again to keep after these doctors and getting signed up. We are still working with doctors who are not aware of the new changes so the letter from the VFDA and the information sheet are still as important as ever. We see the light at the end of the tunnel approaching. Let's just hope it's the end of the tunnel and not some unforeseen freight train! Either way, your continued efforts are working and we will get to full operation by the end of the year.

Our focus again this year is going to be the Next of Kin Law. We are working with the Virginia Bar Association. At this time, we are waiting on them to finish their updates. It was at their request that we pulled this legislation during the 2019 session and now we have partnered with them to make it even better. We feel like this cooperative effort is going to further strengthen this law and make it better for funeral homes when an issue does arise, but more importantly, make this law better for the families we serve. Last year we faced some opposition from the other two funeral associations in Virginia. They both feel like the current law is easier. Perhaps it is easier. But there are far too many loop holes in this law. And no immunity protection from funeral homes when we deal directly with immediate family members; only when dealing with non-family members.

There are a few points I want to address in regard to the current law. Larry and I have spoken at great length with Scott Gilligan, General Counsel for the NFDA about this law. He feels that Virginia is greatly lacking, much like we do. So much so that he put together a six point outline which details what areas need to be addressed. This outline will be available on the VFDA website (www.vfda.net) for your review. I want to focus on the points he makes in his review. One area that seems to be the biggest sticking point between associations is the priority order, or lack thereof in Virginia. Did you know that Virginia is the ONLY state which does not have some sort of priority order in place? Additionally, if the person who would be the one responsible for making arrangements does not wish to do so, the VFDA offers a release of liability and an acceptance of liability form to be signed. This form then allows whoever is willing to accept the responsibility of decision making as well as bear the expenses of said arrangements to be in charge. The priority order is the one single area where we cannot agree upon between associations to make this law happen. To our membership, and this committee, that is a necessary part. When the lawyer for the NFDA tells you in no uncertain terms your law is lacking, especially in that area...it's high time we listen.

Scott Gilligan also breaks down these other five points Virginia is missing. No majority control when it comes to decision making. Recently a firm in Virginia called him to ask what to do to settle a dispute. Three children were at his arrangement table, two wanted cremation, and the remaining child did not. If both are willing and able to pay the bill for their desired method of disposition who wins? Well the answer is nobody. Everyone, including the funeral home loses. The next point, is who is responsible to search for any additional legal next of kin. With the proposed law, the responsibility falls solely with the family members. The funeral home may also take a written statement from family members at face value and use that as their means to proceed. The only time a funeral home would have to do any kind of investigation on their own is if no family comes forward to make disposition arrangements. All that being said, in our current law we do not have to search for anyone since there is no priority order. Where that issue becomes very murky is when you have a relative who steps forward such as a brother to make arrangements for his sister. But is the funeral home obligated to tell her husband (if she has one) or any other surviving relative? And what if the brother instructs the funeral home not to tell her husband or surviving relatives? All these questions are cleared up with the new changes.

Each and every funeral director in his/her career has served a family where a divorce is pending. This situation can be very touchy. Who do you listen to? Children? Spouse? Siblings? Again, much like above, this law clarifies what happens. When a divorce is pending, the spouse loses his/her right of disposition. Then following the priority order we propose, disposition would then fall to the closest living next of kin. When charges for murder are pending, the person who is charged with the crime would also be exempt from making disposition arrangements. Also in this case, the closest living next of kin would then be responsible for disposition arrangements.

In Virginia, one area that has been addressed to a point, is when remains are unclaimed following death. In 54.1-2807.2, a funeral home can take direction from a person of no relation who is willing to identify the body and assume all expenses for disposition. Virginia also has 32.1-309.2 which allows the highest law enforcement officer in your county to authorize disposition with a court order. This is helpful as it is now, and our only real option. With this change in the law, we would have a clear and concise method to follow with less red tape and bureaucracy to achieve final disposition.

Lastly, as I mentioned earlier, Virginia's current law does not offer any kind of immunity. That means that if an incident occurs, the funeral home, each member of your staff (i.e. manager of record, the funeral service licensee, the crematory manager, the crematory operator) involved, a third party crematory (if your business uses a third party) can and will be included in a law suit. This immunity clause is a major protection from people who see funeral homes as a soft target. Or perhaps your local "hearse chasing" lawyer. Mistakes are always going to happen. And as a business you will have to deal with those. But someone who didn't get their way, should not have the ability to take you to court and drag your good name through the mud in a fit of anger.

I know this article is somewhat lengthy. But this law must be addressed this year. It is worrisome to me when we choose what is easy over what is best for our profession. The families we serve, and their litigious nature are continually changing and in turn, making our job more and more difficult. While there are going to be times when we have to wait for arrangements to be made, isn't it simpler to slow things down than to bear the expense of a lawsuit and the tarnishing of your funeral home reputation? We are aware that it may create a situation that requires a day or two of waiting so that uncertainties can be addressed. But as a rule, we will now have a backbone as a profession as to what is and what isn't allowed. Again, we as businesspeople, pay for and trust professionals to give us advice. Why would we not listen to the advice of the general counsel of the NFDA, who is the preeminent expert on litigation in the funeral profession?

Jay McIntyre, CFSP
VFDA Legislative Committee Chair

Central Virginia Funeral Directors Association

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Janet Stephens

John Tyler Community College
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Vice President:

Stephanie Bell

Woody Funeral Home
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Secretary/Treasurer:

Kaylinn Bezenar

Morrissett Funeral & Cremation Service
kaylinn@morrissett.com



Main Street in Richmond, Va in the spring.

Meetings are held on the second Tuesday in January, March, May, July, September, and November. Installations in November.

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Cunningham-Turch
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Good Afternoon Members:

I have some thoughts and a challenge for you today. Please read this message carefully.

WHAT YOU KNOW ABOUT MEMBERSHIP IN YOUR VFDA

Your VFDA is recognized as the leading funeral services professional association by the Virginia General Assembly. Our Legislative Committee works hand in hand with our lobbyists to ensure that VFDA members' interests are represented in Richmond. Not only is your VFDA proactive by bringing forward legislation that supports and protects you, but we also work to prevent legislation from passing, which could hamper our profession.

ADVANTAGES OF MEMBERSHIP IN YOUR VFDA

Membership in the VFDA carries many benefits. Our VFDA offers the Benefit Hub, which gives access to discounted clothing through Brooks Brothers and Men's Wearhouse; Insurance discounts with AllState, Federated, and LD&B Insurance and Financial Services; Office Supply Discounts with Office Depot/Office Max; access to Treasured Memories; and AmVantage, which offers discounts across retail, travel, home goods, pets, and many other tremendous benefits, including the representation before the Virginia General Assembly.

Not only does membership offer such benefits as those listed above, but based on the call volume each firm does, there are credits available to be used for attendance at such events as VFDA Traveling Caravans for continuing education. These credits are included in the yearly dues each firm pays.

OUR LOBBYIST HAS AN IDEA!

Our lead lobbyist, Angie Bezik, presented with me during the annual business meeting, held during our annual convention in Virginia Beach. She spoke about how much she enjoys working with us and shared, as she always has, *how much*

VFDA member participation in the legislative process means to the success of our organization.

Angie and her team know that there are many in our profession who are not members of the VFDA, and that each member-firm knows of a firm, (either in your town or near your town), who is not a member of our Virginia Funeral Directors Association. They believe that many hands make light work.

Apparently, that sparked an idea for Angie aimed at encouraging member participation and growing VFDA's membership. She is offering an incentive to encourage the current membership to aid in adding new members.

THE CHALLENGE WITH BENEFITS

- Each individual member (not member firm) is asked to work to add three new members
- Upon enrolling three new, *paid* members by the start of the VFDA Winter Conference (January 26, 2020), that individual would then qualify to be included in a drawing for free attendance at next year's VFDA Annual Convention
 - ♥ That would include conference registration
 - ♥ Conference hotel room
 - ♥ Travel expenses (details to follow)
- Each qualifying individual will have his or her name entered into the drawing:
 - ♥ One time upon securing three new, paid members
 - ♥ One time for each additional new, paid member over three
 - ♥ To qualify as a new member, appropriate membership forms must be completed and membership paid by the start of the VFDA Winter Conference, January 26, 2020

Again, we, and Angie, challenge each and every person to achieve this goal. The VFDA is proud to represent its member firms and welcome upstanding new members!

Best,

Angie Bezik & Jay McIntyre

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The Bulletin APR MAY JUN	04-17-2020
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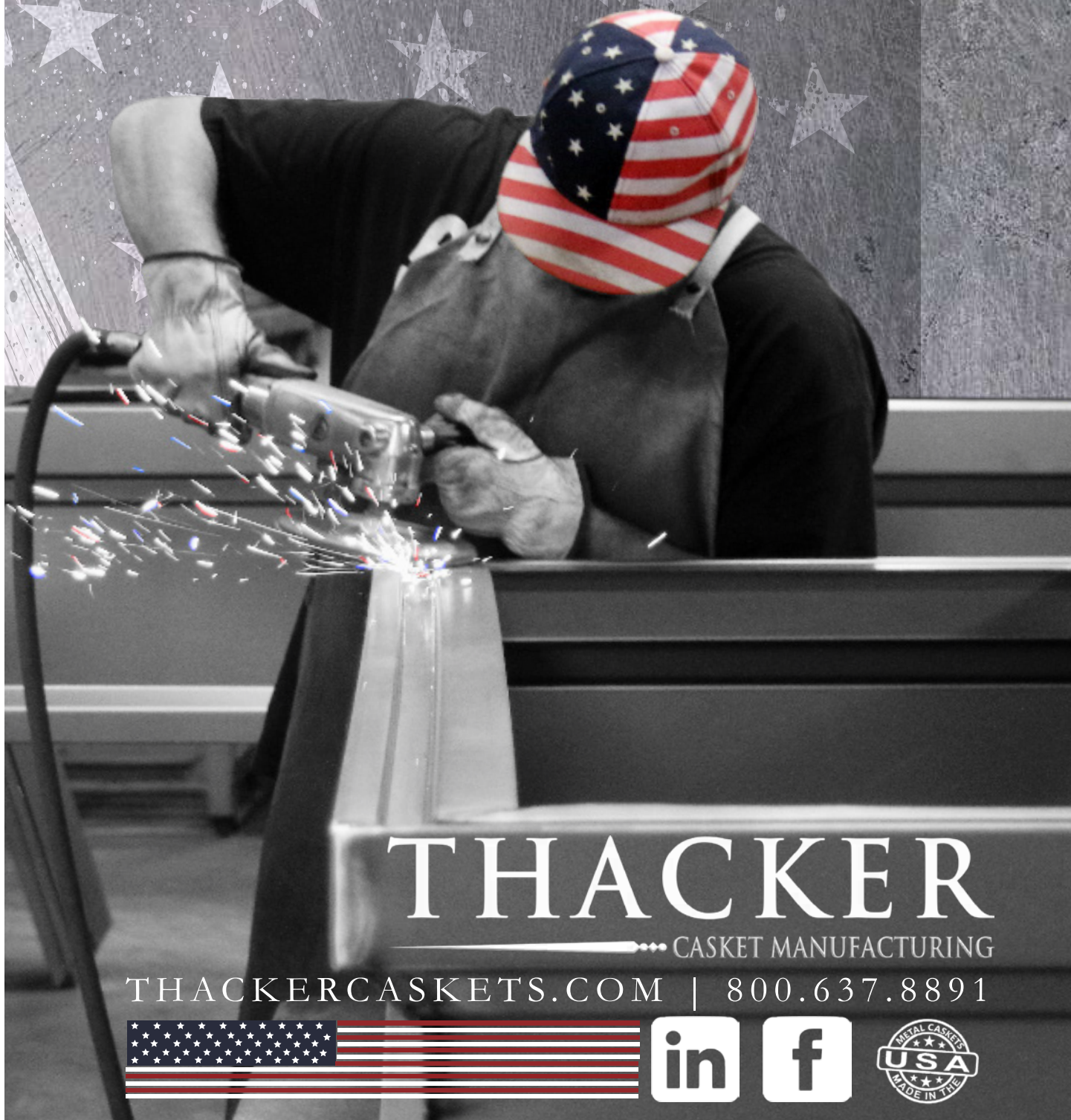
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- November 21, 2019** Traveling Caravan, Hilton Garden Inn, 121 Village Circle, Bristol, Virginia
- January 26-27, 2020** Virginia Funeral Directors Association Winter Conference, The Quirk Hotel, Richmond, Virginia
- March 24, 2020** Traveling Caravan, Holiday Inn Tanglewood, 4468 Starkey Road, Roanoke, Virginia
- March 26, 2020** Traveling Caravan, Hampton Inn, 705 England Street, Ashland, Virginia

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Holiday Photos

*Share your favorite
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We would like to include family holiday photos in the October-December issue of The Bulletin. Make sure include names to include with the photos or a caption. Please email your photos and information to info@vfda.net by **October 11, 2019**.

"Congratulations Jerry Andrews on his installation as President of the VFDA! There were many amazing continuing education programs and speakers with a lot of really great information to take back to your firms. We should all make an effort to support the VFDA, and it never hurts to keep up with what's going on in our profession around the state.

- Jamie Karpa, R. Hayden Smith Funeral Home

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Treasurer:

Daniel Chapman

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Main Street in Appomattox, Va at dusk. Photo credit Mike Doss.

Meetings are held on the third Thursday in January, March, May, September, and November. Installations in May.

MEMBER APPRECIATION NIGHT

Thank you to everyone who attended our Member Appreciation Night at the Richmond Flying Squirrels on May 16! Despite the Squirrels losing the game, fun was had by everyone that attended!

Special thanks to our sponsors, Provider Horizon Trust and Wilbert! We hope to see you at our next Member Appreciation event!



Jay McIntyre, McMullen Funeral Home, and Larry Corey, Morrissett Funeral & Cremation Service, hang out with Nutzy, the Richmond Flying Squirrels mascot at the VFDA Member Appreciation Night in Richmond.

VFDA Member Appreciation at the Richmond Flying Squirrels was a family fun event! Lilly Grace, daughter of Bucky Stevens, Thacker Casket Company, got to meet Nutasha, mascot of the Richmond Flying Squirrels!

Larry Spiaggi, Morrissett Funeral & Cremation Service, Kaylinn Bezenar, Morrissett Funeral & Cremation Service, and friend enjoy an evening at the Richmond Flying Squirrels for the VFDA Member Appreciation night.



Thank you to our sponsors of the VFDA Member Appreciation Night:



Funeral Rule to Undergo Federal Trade Commission Review; Input Wanted

by Leah W. Jarvis

The Funeral Rule, enforced by the Federal Trade Commission (FTC), is set to undergo a review process later this year, according to Patti Poss, a senior attorney for the commission's Bureau of Consumer Protection.

A consumer protection rule created in 1984, the Funeral Rule requires funeral businesses to give consumers accurate, itemized price information and other disclosures about goods and services offered. The FTC reviews this rule every 10 years to ensure that it stays current and relevant as the industry evolves.

Although a concrete date for the review to begin as yet to be determined, it is likely to look at the role of technology in the funeral profession and if online price lists should be included in the rule.

"[The review] informs the commission," Poss said. "All kinds of market participants can comment and review. That's what we like when we send out these notices is to get feedback and information about what's going on with the rule and how it's working."

One way to prepare for the upcoming review is to consider what changes have occurred in your own funeral business in the past decade. Are there things that make complying with the Funeral Rule easier or more difficult? Poss says to expect basic questions like that when the review process begins.

"The only way I can think of [the review process] affecting funeral homes, for now, would be if they want to provide input," Poss said. "It's hard to make a decision unless we have a lot of information from all people who are affected by the rule."

The FTC will publish information about the Funeral Rule review process when it begins on its website (www.ftc.gov) and through the Federal Register – the daily journal of the Federal government. Until then, funeral homes may download the current compliance guide or order bulk paper copies for free online.

Southside Funeral Directors Association

President:

Paul Spiggle

Robinson Funeral Home, Appomattox
spigglefam@aol.com

Vice President:

Butch Gatewood

Norris Funeral Services
butch.1947@hotmail.com

Secretary/Treasurer:

Les Powell, III

Powell Funeral Home, South Boston
lespowell111@gcronline.com



War Memorial in Halifax, VA. Photo credit Steve Rust.

Meetings are quarterly and determined by district. Installations in May.



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MEMBER SPOTLIGHT

Watch What We Do: A VFDA Member Spotlight on Henderson Funeral Home

by Leah W. Jarvis

Before his first shift as a part-time employee at Henderson Funeral Home, F. Keith Francis was concerned because he didn't have a suit. He had sport coats and ties but no suit.

"That's fine," replied Ronald Wagner, owner of the business. "Just watch what we do."

So Francis watched Wagner and his team at the time. He watched them care for grieving families through acts of compassion and kindness. He watched them treat each person they encountered with fairness and respect. He watched them take their work seriously but not at the expense of their personalities.

Twenty years later, Francis – who graduated from John Tyler Community College and became a licensed director – still finds himself watching Wagner as he assumes managerial duties of the historic funeral home that has served the community of Brookneal, Virginia, since the early 1940s.

"Ron was past retirement age, but he wasn't really sure what he was going to do with the place when I went to school," Francis said. "But it's been a win-win for both of us. It gave me a new career, and it gave him someone to pass the business to. It's been a real blessing for this opportunity to come along and to have the history with him through the years."

Francis sees his work as a funeral director as a ministry to families. For him, what started out as a way to earn a little extra income has turned into a way to serve his community and help them through times of grief and loss.



Henderson Funeral Home sits on Old Main Street in picturesque Brookneal, Virginia.

"We are a family-oriented funeral home. We are here to take care of people, and we try to do it at a very professional level, but also a personal level. And if all things go well, I'm going to keep the business going as long as I'm able."

Henderson Funeral Home, Inc.

221 Old Main Street

Brookneal, VA 24528

Phone: 434-376-2239

Fax: 434-376-1320

Ronald E. Wagner, President/Manager
hendersonfuneral@embarqmail.com

IN REMEMBRANCE

CENTRAL FUNERAL DIRECTORS ASSOCIATION

William Marshall Hall - May 30, 2019

Ann Tudor Dickerson - August 9, 2019

SHENANDOAH VALLEY FUNERAL

DIRECTORS ASSOCIATION

Mary Jean Corbin - August 3, 2019

TIDEWATER FUNERAL DIRECTORS ASSOCIATION

Vernon E. Stuart, Sr. - April 24, 2019

Thomas Linwood "Tommy" Land, Jr. - June 13, 2019

James Ronald "Ron" Saunders - July 29, 2019

VIRGINIA FUNERAL SALES ASSOCIATION

Kirk Johnston - June 24, 2019

Craig A. Reukauf - July 16, 2019

Gerald (Jerry) Warren Harper, Sr. - July 20, 2019

Alex Christopher Fitchett - July 29, 2019

FRIENDS OF THE VFDA

Robert Louis "Bob" Meade - May 8, 2019

EMPLOYEE OPPORTUNITIES

Looking for a new opportunity? Need to hire a new employee? The Virginia Funeral Directors Association has employment opportunities listed on the VFDA website (www.vfda.net). For more details on the positions currently listed below, be sure to check the VFDA frequently. If you'd like to list a position on the VFDA website, be sure to contact the VFDA office by email (info@vfda.net) or phone (804-264-0505).

- Licensed Funeral Director - Simpson Funeral Home, Roanoke, VA
- Burial Vault Driver - Wilbert Funeral Services, Alexandria, VA
- Driver/CSR (less than 26000 lbs) - Batesville, Roanoke VA (part-time, without benefits)
- Grounds Maintenance Worker I - Cemeteries - City of Suffolk, Suffolk, VA
- Funeral Service Attendant - StoneMor Partners L.P., Spotsylvania, VA
- Historic Cemetery Groundskeeper/Landscaper-Enrichmond Foundation, Richmond, VA
- General Manager - StoneMor Partners L.P., Lynchburg, VA
- Funeral Director - Cremation Society of Virginia, Charlottesville, VA
- Funeral Attendant - Foundation Partners Group, Lynchburg, VA

"This year's convention was the best one I have attended. We had more face to face time with our suppliers, better CEUs than ever, and more fun and fellowship amongst colleagues and friends than I've ever had."

- Jay McIntyre, CFSP, VFDA Legislative Committee Chair, Licensed Funeral Director, McMullen Funeral Home

International Grief Institute announces new training for funeral professionals

The nation's first accredited aftercare certification sets trend in funeral service.

ATLANTA – July 11, 2019 — The International Grief Institute is hosting an innovative aftercare certification training October 11 – 13, 2019, in Atlanta.

Developed for funeral directors, embalmers, funeral celebrants, and support staff, the Certified Aftercare Specialist™ certification course is the leading vehicle to becoming aftercare certified. Professionals will receive a comprehensive grief education and learn best practices for delivering aftercare services using evidence-based tools, practical solutions, and resources.

The certification empowers funeral professionals to deliver quality aftercare services and help shape the future of the industry by strengthening relationships with families and the communities.

"With the continued move towards cremation, changing attitudes about the necessity of using the services of a funeral home and changed buying habits, the funeral industry is looking for new and innovative ways to service families. One solution is to look more closely at Aftercare. A Certified Aftercare Specialist™ designation establishes credibility and expertise in the field of bereavement skills and delivery of effective, useful and quality Aftercare Services," says Linda Findlay, COO of International Grief Institute.

Developed through the expertise of professionals who have compiled best practices from years of developing and implementing aftercare solutions, it's the first-ever aftercare course specifically tailored for the funeral industry. Accredited by the Academy for Professional Funeral Service Practice for 20 contact hours and 2 continuing education units, the Certified Aftercare Specialist™ certification course provides the funeral industry with a needed resource and a gold standard for training.

For information about the training or to schedule a hosted training, visit www.InternationalGriefInstitute.com or contact us at learn@internationalgriefinstitute.com.

[CERTIFIED AFTERCARE SPECIALIST™ TRAINING](#)
10/11 to 10/13/19 - Atlanta

[CERTIFIED BEREAVEMENT BUDDY™ TRAINING](#)
10/11 to 10/13/19 - Atlanta



SCAM ALERT - Romance Scams are on the rise in Virginia. These crimes, operating around the world, are professional thieves seeking to rob potential victims of their life savings. The VFDA has information you can provide to the families you serve regarding the scam.

The scammers research the recent obituaries and pick their victim. From there, they learn all about the person from their social media accounts and information easily found on the internet. With this information, they contact and befriend the victim. Once a relationship is established, the victim begins to trust the scammer. They may send the scammer money and then not hear from them again.



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

Southwest Funeral Directors Association

President:

Tyler Bailey

Frost Funeral Home

tylersbaileyfh@gmail.com

Vice President:

John Britton

Mullins-Sturgill Funeral Home

monumentsservices@yahoo.com

Secretary/Treasurer:

P. Martin Hagy

Hagy & Fawbush Funeral Home Inc.

info@hagyfawbush.com



Powell Valley as viewed from Benge's Gap in Norton, Va. Photo credit J654567.

Meetings are held on the third Thursday in March, June, September, and December. Installations in June.

Tidewater Funeral Directors Association

President: Ron Vance

Holloman-Brown

ron.vance.fsl@gmail.com

1st Vice President: Lynda Harris

Kellum/Smith & Williams Funeral Homes

lynda.harris@dignitymemorial.com

2nd Vice President: Eric Wray

E Vaughn Wray

evaughnwray@gmail.com

Secretary: Jamie Karpa

R. Hayden Smith Funeral Home

jamiekarpa@gmail.com

Treasurer: Bryan Graves

H.D. Oliver Funeral Apt.

hdofh@aol.com



Freemason Abbey in Norfolk, Va. Photo credit www.norfolk.gov.

1st Year Director: Stephanie Smith

sgs.rhsfh@gmail.com

2nd Year Director: Reneé Battle

TE Cooke Overton

tecofh@gmail.com

Meetings are held on the third Monday of the month except in June, July, August, and November. Installations in April.



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
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Are you a Funeral Service Intern?

The Virginia Funeral Directors Association invites you to get involved in Virginia's leading state association for funeral service professionals.



Are You a Funeral Service Intern?

The Virginia Funeral Directors Association invites you to get involved in Virginia's leading state association for funeral service professionals.

[WWW.VFDA.NET](http://www.vfda.net)



The Virginia Funeral Directors Association provides you with an opportunity to meet funeral service professionals across the Commonwealth, attend networking opportunities, receive up-to-date information on the funeral service profession, participate in our annual convention, and continuing education opportunities.

MEMBERSHIP IS FREE! Send in your name, mailing address, phone, cell phone, and email address to info@vfda.net or complete the form online at www.vfda.net.

The Virginia Funeral Directors Association provides you with an opportunity to meet funeral service professionals across the Commonwealth, attend networking opportunities, receive up-to-date information on the funeral service profession, participate in our annual convention, and continuing education opportunities.

MEMBERSHIP IS FREE! Complete the information below and return to the VFDA Office, email information to info@vfda.net or complete the form online at www.vfda.net.

Full Name: _____

Mailing Address: _____

Phone: _____

Cell Phone: _____

Email: _____

VFDA
 P.O. BOX 395 HANOVER, VA 23069
 804.264.0505 - WWW.VFDA.NET



Virginia Funeral Supply Association

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 Homesteaders Life Company
rmonson@homesteaderslife.com

Secretary/Treasurer:
Sherry Noble
 Messenger
sherrynoble@me.com



Meetings and installations held in June during VFDA Annual Convention.

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**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

2019-2020 VFDA Calendar of Events*

**subject to change*

September 18, 2019	VFDA District Officers Conference Call Meeting	Conference Call (4:00 pm)
September 26, 2019	VFDA Board of Directors Meeting	Conference Call (10:00 am)
October 10, 2019	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
October 13, 2019	Advertisements due to VFDA office for Bulletin	
October 27-30, 2019	NFDA International Convention & Expo	Chicago, IL
October 28, 2019	Virginia Night	Joe's Seafood Prime Steak & Stone Crab - Chicago IL
November 20, 2019	Traveling Caravan	Danville, VA
November 21, 2019	Traveling Caravan	Bristol, VA
January 26, 2020	VFDA Board of Directors Meeting	Quirk Hotel - Richmond, VA
January 26-27, 2020	VFDA Winter Conference	Quirk Hotel - Richmond, VA
March 24, 2020	Traveling Caravan	Roanoke, VA
March 26, 2020	Traveling Caravan	Ashland, VA
April 23, 2020	VFDA Board of Directors Meeting	Conference Call (4:00 pm)
June 21, 2020	VFDA Board of Directors Meeting	Wyndham Hotel - Virginia Beach, VA
June 21-23, 2020	132nd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA
October 18-21, 2020	NFDA International Convention & Expo	New Orleans, LA
June 20-22, 2021	133rd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA

