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*2019 VFDA Past President Council Scholarship Recipient
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Virginia Funeral Directors Association members enjoyed dinner in Chicago at the NFDA Convention and Expo in October.

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*Join the VFDA at the annual
VFDA Winter Conference January 26-27, 2020*

Education Opportunitites Abound!



Greeting from Gloucester!

As the leaves start changing colors and the air gets a bit more brisk, I hope that everyone is doing great.

The year has been busy so far. I have enjoyed the hospitality that has been extended to me at the Central, Tidewater, Northern and Blue Ridge District meetings. I had the honor of installing the new officers' at the Blue Ridge District. I look forward to visiting the other districts in the very near future.

I want to thank Jay McIntyre and Larry Spaggi for their work on the legislative committee and to Lacy Whittaker, VFDA Executive Director, for keeping the membership informed on what is going on. Special thanks to Jay McIntyre for the traveling that he has done. In October, we met in Short Pump with the Independent Funeral Homes of Virginia, Virginia Morticians Association, and the Virginia Cemetery Association for a Legislative Stakeholders meeting to discuss the 2020 legislative agenda and the next of kin legislation.

I had a great time representing Virginia at my first NFDA Convention and Expo. I saw a lot of Virginia faces there and had a great time at the Virginia Night event on October 28.

Also, keep in mind that the Traveling Caravans will be starting in November. The dates are: November 20 — Danville; November 21 — Bristol. In the new year, the Traveling Caravans will be March 24 — Roanoke and March 25 — Ashland.

You will also have the opportunity for continuing education at the Winter Conference. The conference will be January 26-27, 2019 at the Quirk Hotel in Richmond. We will be visiting the Hill and meet with our legislators.

And last, but not least, don't forget the 132nd Annual VFDA Convention that will be June 21-24, 2020 at the Wyndham Virginia Beach Oceanfront Hotel.

If anyone has any question about anything that is going on, please give me or Lacy a call.

As we draw closer to the Christmas Season, I hope that everyone will have a blessed and safe holiday. I know that we will.

Gerald "Jerry" Andrews



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Come Learn with Us!

Happy Holidays to Everyone!

The Virginia Funeral Directors Association has been a busy place these past few months, as we travel to district meetings, visiting with firm member and non-members, attending meetings both at the state board and legislative, as well as the day-to-day operations of the Association.

Our traveling caravans have kicked into gear and we are going across the state to bring you your required continuing education in a one-day program. We have wonderful speakers and presentations on this year's caravan! As a reminder, if you are a member in good standing, continuing education credits are included in your membership. You still need to register for programs, but they could be free to you and your staff. Please see the 2020 membership dues structure information or call the VFDA office if you have questions.

We enjoyed a few days in the windy city of Chicago in October. Jerry Andrews, VFDA President hosted Virginia Night at Joe's Seafood Prime Steak & Stone Crab, during the NFDA International Convention. Some attended a Chicago Bears game and enjoyed networking events throughout the week. We hope to see you at future NFDA Conventions and events. This is another great way to get together with fellow Virginia Funeral Service Professionals.

Make sure to check out our calendar of events in this Bulletin to keep up with the latest Association happenings. Next quarters issue will be the 2020 VFDA Annual Convention edition of the BULLETIN. We are planning some great events for the upcoming convention this year. You can start planning by making your sleeping room reservations on our online reservation system or call the hotel directly to make your reservation. We hope you will join us next year for convention in Virginia Beach!

I wish you all a happy and safe holiday season. I look forward to seeing you at your district meetings soon.

A handwritten signature in black ink that reads "Lacy Whittaker". The signature is written in a cursive, flowing style.

Lacy S. Whittaker





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How to Limit Staffing Issues at Your Funeral Home

by Leah W. Jarvis

Earlier this year on the industry news source Funeral Director Daily, Tom Anderson wrote about staffing issues some funeral homes are facing due to culture shifts, changing technologies and a shrinking pool of qualified applicants.

The Bureau of Labor Statistics estimates a 4% growth in the profession from 2018-2028. That combined with an aging population of 76 million baby boomers in America, the industry will likely see changes and challenges in the years to come.

Arizona, North Carolina and Vermont have passed or are looking to pass bills that modify the regulations for funeral licensing to prevent staffing shortages and to help those moving to the states find gainful employment in the industry quickly.

So how can you prevent gaps in your team? Hire people you don't know.

Samuel Rhue, interim director for the funeral services program at John Tyler Community College, says enrollment in the program is healthy and includes an increasing number of students coming

in with no immediate ties or family connections to a funeral home. They are purely interested in the profession, and those students have a difficult time finding internships and employment opportunities after graduation.

He also said the program consists of more female students than ever before and that most of his students would simply ask for a chance to prove themselves – an opportunity to “come in and show what they can do and to be open to change.”

If you aren't looking to fill positions in the immediate future, other ways to prepare for a potential shortage of staff include considering flexible working hours and flexible on-call schedules, partnering with neighboring homes to cover shortages if they arise, and talking to your current team to resolve any pain points they experience in their day-to-day work.

NFDA Commends Funeral Homes for Excellence in Service to Families and Communities

Congratulations to the 2019 National Funeral Directors Association Pursuit of Excellence Honorees from Virginia

- Finch & Finch Funeral & Cremation Service, Altavista
- Morrisett Funeral & Cremation Service, North Chesterfield
- Oakey's Funeral Service & Crematory, Roanoke, First-time honoree
- Oakey's Funeral Service & Crematory - South Chapel, Roanoke, First-time honoree
- Seaver-Brown Funeral Home & Creamtory, Marion

The National Funeral Directors Association (NFDA) is pleased to announce that 160 funeral homes have earned a 2019 Pursuit of Excellence Award. This award is presented by NFDA annually to firms that have demonstrated a commitment to raising the bar on funeral service excellence by adhering to strict ethical and professional standards and providing outstanding service to families and communities.

To earn an NFDA Pursuit of Excellence Award, a funeral home must demonstrate proficiency in key areas of funeral service, including compliance with state and federal regulations; staff participation in ongoing education and professional development; offering outstanding programs and resources to bereaved families; maintaining an active level of involvement in the community; active participation in and service to the funeral service profession; and promoting funeral home services through a variety of marketing, advertising and public relations programs. Participants are also required to adhere to a Pledge of Ethical Practices.

NFDA recognized the 2019 Pursuit of Excellence Award recipients on October 28 during the All-Star Recognition Ceremony, which took place during the 2019 NFDA International Convention & Expo in Chicago. All funeral homes that have earned a Pursuit of Excellence Award are invited to attend.

Information about the NFDA Pursuit of Excellence program can be found by visiting www.nfda.org/pursuitofexcellence. Registration and application materials for 2020 will be available in late-October 2019.

Doug Farrell Named New Homesteaders Account Executive

West Des Moines, Iowa — Homesteaders Life Company VP-Field Sales Dan Lodermeier is pleased to announce that Doug Farrell has joined Homesteaders' industry-leading team of account executives. Farrell has worked in the life insurance industry for the majority of his career, and has spent the last five years serving funeral homes, agents and policy owners as a member of the Homesteaders customer service team.

"Doug's experience working directly with funeral homes in our customer service department will make him a great addition to the account executive team at Homesteaders," said Lodermeier. "He has a passion for providing excellent service and a drive to help our funeral customers succeed."

Farrell is looking forward to continuing his career at Homesteaders and working directly with funeral homes. "I am excited to have the opportunity to develop strong working relationships with my customers and assist them in customizing success plans that match their strengths."

Farrell will work out of the home office serving customers in Alabama, Indiana, Kentucky, South Carolina, Tennessee, Virginia and West 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.



R.D. Monson
Regional Manager
Treasured Memories



Treasured Memories is pleased to announce that R.D. Monson is joining our team as Regional Manager. R.D.'s vast experience in funeral service and helping client funeral homes makes him an outstanding addition to our team. We extend a warm welcome to R.D. and we are excited about the partnership! R.D. looks forward to the privilege to continue to work with funeral homes in Virginia, as well as North and South Carolina. Treasured Memories is one of the largest Homesteaders marketing partners in the country. His knowledge and expertise with Homesteaders Life Company will continue to be a valuable asset to member and prospect firms.

Best Wishes!



Best wishes to Emma Bashline and Kyle Seago!

The couple was married on September 7, 2019 at The Greencroft Club.

Emma is the daughter of David and Susan Bashline. David is a Manager at Teague Funeral Service.



Find us on Facebook

Homesteaders Life Company Launches *Finding Resilience* Facebook Page for Funeral Professionals

West Des Moines, Iowa — Homesteaders Life Company has expanded its popular Finding Resilience burnout prevention program to include a Facebook page for funeral professionals seeking to prevent career burnout and compassion fatigue. The page features practical tips, expanded content and exclusive videos produced in collaboration with Dr. Jason Troyer, PhD CT.

"Over the last several years, many funeral professionals have shared with me their concerns regarding burnout and compassion fatigue - the need is much greater than most people realize," Troyer observed. "That's why I share Homesteaders' commitment to provide the Finding Resilience resources in as many ways possible."

"Since we launched the program in 2018, our focus has been expanding access to these valuable resources," explained Holly Cully, Homesteaders Marketing Department Coordinator. "We know the demand for digital resources continues to increase, and we felt the timing was right to offer a way to connect with Finding Resilience through social media."

Cully also noted that Homesteaders is now offering the popular Finding Resilience guidebook as a downloadable PDF. To-date, nearly 75 funeral professionals have downloaded the electronic tool.

In addition to the new Facebook page and digital guidebook, the Finding Resilience program includes free, easy access to inspirational emails, blogs, journals and more. The program is completely confidential and available to everyone in funeral service, not just Homesteaders customers.

Funeral professionals can view and follow the Finding Resilience Facebook page at facebook.com/FindingResilience. Additional information, including access to the program components, can be found at homesteaderslife.com/resilience.

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.

Dr. Jason Troyer is a grief expert, author, former psychology professor and therapist. He is a renowned speaker and offers community presentations, professional workshops and trainings on behalf of funeral homes and cemeteries. Dr. Troyer recently developed GriefPlan.com which provides Facebook content, grief support newsletters and informational videos for funeral professionals. He can be reached at DrJasonTroyer@gmail.com.

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Share Your News with Us

**Engagement? Wedding? Birth? New Job?
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If you have news about VFDA members, share it with us. Your submissions may be published in The Bulletin and disseminated through the association's social media channels and email newsletters. Email your news to: info@vfda.net.

Bill Black

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BLUE RIDGE DISTRICT ASSOCIATION

Brian Richard Hubert Horne - September 1, 2019
Billy Gene Bunn - September 17, 2019

FRIEND OF THE VFDA

Joseph F. Mercer, Jr. - September 3, 2019

CENTRAL FUNERAL DIRECTORS ASSOCIATION

Marvel Lawrence Fielden - September 28, 2019

**Virginia Funeral Directors Association
Virginia Night at NFDA Convention in Chicago**



The Virginia Funeral Directors Association hosted its annual "Virginia Night" dinner during the National Funeral Directors Association International Convention & Expo in Chicago, Illinois on October 28, 2019. Association members and guests enjoyed dinner at Joe's Seafood Prime Steak & Stone Crab.



Plan early to attend the National Funeral Directors Association 2020 NFDA International Convention & Expo in New Orleans, Louisiana. The convention will be October 18-21, 2020.

Blue Ridge Funeral Directors Association

President:

Mike Rorrer

McCoy Funeral Home
mccoyfuneralhome@verizon.net

Vice President:

Jonathan Stilwell

John M. Oakey, Inc
jonathan@johnmoakey.com

Secretary/Treasurer:

Jeff Wolfe

John M. Oakey, Inc
jeff@johnmoakey.com



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.



P.O. Box 395• Hanover, Virginia 23069• Phone: (804) 264-0505 Fax: (804) 264-3260

2019-2020 Traveling Continuing Education Caravans

November 20, 2019 Courtyard Marriott, 2136 Riverside Drive, Danville, Virginia

November 21, 2019 Hilton Garden Inn, 121 Village Circle, Bristol, Virginia

January 26-27, 2020 Virginia Funeral Directors Association Winter Conference, The Quirk Hotel, Richmond, Virginia **** You MUST register for the VFDA Winter Conference****

March 24, 2020 Holiday Inn Tanglewood, 4468 Starkey Road, Roanoke, Virginia

March 26, 2020 Hampton Inn, 705 England Street, Ashland, Virginia

Schedule of Events

- 8:30 a.m. **Registration**
- 9:00-10:00 a.m. **Preneed Updates**, James Ruggerio, Lakeland Preneed Planning, LLC (1.0)
- 10:00-11:00 a.m. **2020 General Assembly Session and VFDA Legislative Update**, Angie Bezik, VFDA Lobbyist (1.0)
- 11:00 a.m.-Noon **Including People with Autism and Intellectual Disabilities in the Funeral and Grieving Process**, Theodore A. Hoch, Ed.D., B.C.B.A.-D., L.B.A., Northern Virginia Applied Behavior Analysis, LLC, Virginia Autism Project (1.0)
- Noon-12:45 p.m. **Lunch**
- 12:45 -2:45 p.m. **Decoding the Generations**, Mary Andres Russell Professional Development Director – East, Matthews Aurora Funeral Solutions (2.0)





CONTINUING EDUCATION REGISTRATION FORM

PLEASE CHECK THE CLASS YOU ARE ATTENDING BELOW:

- _____ **November 20, 2019** Courtyard Marriott, 2136 Riverside Drive, Danville, Virginia
- _____ **November 21, 2019** Hilton Garden Inn, 121 Village Circle, Bristol, Virginia
- _____ **January 26-27, 2020** Virginia Funeral Directors Association Winter Conference, The Quirk Hotel, Richmond, Virginia **** You MUST register for the VFDA Winter Conference****
- _____ **March 24, 2020** Holiday Inn Tanglewood, 4468 Starkey Road, Roanoke, Virginia
- _____ **March 26, 2020** Hampton Inn, 705 England Street, Ashland, Virginia

Registration Fee \$185 Members and \$265 Non-Member
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Classes must have a minimum of 10 attendees per class. If classes do not reach the minimum one week prior to the scheduled class date, the class will be canceled.

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Questions? Contact the VFDA office at (804) 264-0505

Continuing a Legacy Wrenn-Yeatts Funeral Home

by Leah W. Jarvis

Jack H. Wrenn and C.C. Yeatts set out to provide outstanding care and modern services to the citizens of Danville, Virginia when they first opened the doors to Wrenn-Yeatts Funeral Home in 1935. Today, that legacy lives on through an experienced staff of funeral professionals and leaders both in the field and in their community, and they are poised to prepare the next generation of funeral directors to serve a changing industry.

One way they do that is by identifying the strengths of their staff members and setting them up to succeed and grow in what they do best, like turning to staff member Megan Justine King when a client needs a facial feature rebuilt.

“There are more women who work in our profession than you would think, but they are often in the background,” said Keister Whitt, manager of Wrenn-Yeatt’s North Main Chapel. “We try not to limit anyone, and Megan has flourished in her time here. She is excellent at restorative art. She’s an embalmer. She serves a family one day and will be in the parking lot the next.”

King joined the team in 2008 and set a goal for herself to do everything the guys did. And she succeeded. She completed her 3,000-hour apprenticeship and graduated John Tyler Community College in 2012 as a funeral service licensee.

“It was rough. It’s still rough,” King said. “But everybody that I work with here is like a family to me. We support each other. They encourage me, and I try to encourage them, too. But the most important thing is for us to serve the families that come to us.”

King says the most valuable thing she has learned during her time as a funeral director is to be patient with people, to be honest, and

to be fair and just to everyone who walks through their doors. Those values will always ring true no matter what the future brings for the profession.

“I’m always looking at the next generation, which includes Megan and some of our younger directors, because my generation will soon be done playing,” Whitt said. “Our predecessors left a legacy for us to pick up, and we’re building a good base of people that we can depend on to see Wrenn-Yeatts through the changing times to come.”



Wrenn-Yeatts Funeral Home

703 N. Main Street
Danville, VA 24540

434-793-5511

434-793-5516

C. Keister Whitt, III, CFSP, Manager

info@wrenn-yeatts.com

Wrenn-Yeatts Funeral Home

Westover Chapel

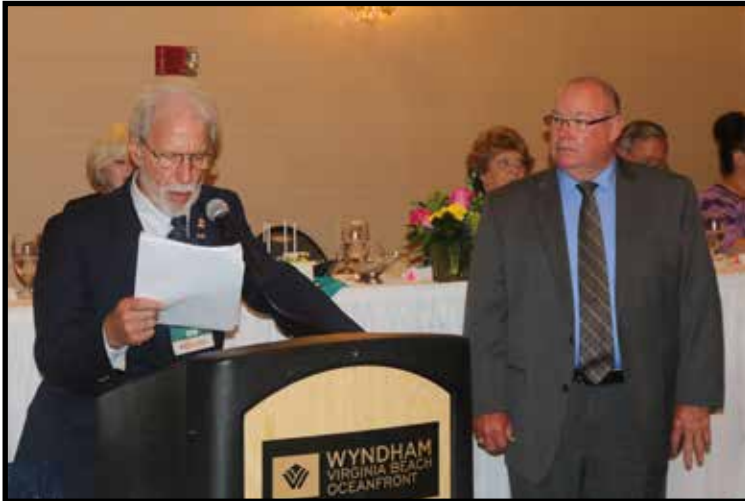
5858 Riverside Drive

Danville, VA 24541

Scott Bennett, Manager

2020 Past Presidents Council Scholarship Information

The VFDA Foundation is offering a \$750 scholarship to future funeral directors and those in the funeral profession to be used toward tuition, books/supplies, or National Boards exam fees. Scholarship(s) will be awarded each year based on the amount previously approved by the Past Presidents Council. Applicants will receive consideration without discrimination of race, creed, color, sex, age, marital status, national origin, or handicap. Tell your friends! Apply today!



Gary W. Goodson, Jr., 2019 Past Presidents Council Scholarship Recipient

Qualifications for Scholarship:

1. Virginia resident.
2. Employed and endorsed by a VFDA member firm in good standing.
3. Supporting documents.
4. 2.0 grade point average (on 4.0 scale)
5. Short paragraph: "Why I Chose Funeral Service as My Profession."
6. All applications/essays must be submitted to info@vfda.net by **May 15, 2020**. Late or incomplete applications will not be considered.
7. Scholarships will be awarded at the sole discretion of the Scholarship Committee of the Board of Trustees of the Virginia Funeral Directors Association Foundation based on the evaluation of the above named items.

Applications for the 2020 Past Presidents Council Scholarship can be found on the VFDA website (www.vfda.net) or emailing the VFDA office (info@vfda.net).

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Secretary/Treasurer:

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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.

Northern Virginia Funeral Directors Association



President:

Jae Turner

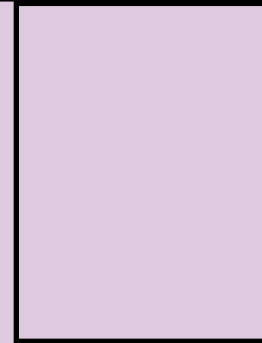
Cunningham-Turch
jeromialmorgan@gmail.com



Secretary/Treasurer:

Benjamin Hinkle

National Funeral Home
benjamin.hinkle@dignitymemorial.com



Secretary/Treasurer:

Tyra Baker Thompson

Chinn and Baker Funeral Home
tyrabt@yahoo.com

Meetings are held on the first Wednesday in March, June, September, and December. Installations in June.

VFDA Convention 2020
June 21-24, 2020
Wyndham Hotel
Schedule-at-a-Glance

Sunday, June 21, 2020

Times TBD	Member Outings
2:00 -4:00 p.m.	Registration ~ Room: Atlantic Foyer – Second Floor
4:00-5:00 p.m.	Vendor Introductions/Convention Overview Meeting (for Vendors ONLY)~ Room:
5:30 p.m.	Dinner with Vendors (vendor sponsored dinners off-site)
9:00 p.m.	VFSA Hospitality Suite Opens ~ Room: 111 and 112

Monday, June 22, 2020

7:30 a.m.-2:00 p.m.	Registration ~ Room: Atlantic Foyer – Second Floor
7:30 a.m.	Continental Breakfast in Hospitality Suite ~ Room 111 and 112
8:00-8:15 a.m.	Sales Spotlight ~ Room: Cape Charles and False Cape
8:15-9:45 a.m.	“The Power of Inclusion: Impact of Unconscious Bias”, Sonia Aranza (1.5 CE) ~ Room: Cape Charles and False Cape
10:45-11:00 a.m.	Sales Spotlight ~ Room: Cape Charles and False Cape
11:00-12:15 p.m.	“The Relevance of Restorative Art”, Dominick Astorino (1.0 CE) ~ Room: Cape Charles and False Cape
12:15-12:30 p.m.	Sales Spotlight ~ Room: Cape and Charles and False Cape
12:30-1:30 p.m.	Service of Remembrance Luncheon ~ Room: Atlantic Ballroom
1:30-2:30 p.m.	Service of Remembrance ~ Atlantic Ballroom
2:30-4:30 p.m.	Beach Day/Corn Hole Tournament/Vendor Contests, Snacks available for pick- up outside Hospitality Suite – Beachfront
6:00-6:30 p.m.	Registration ~ Room: Atlantic Foyer – Second Floor
6:30-8:00 p.m.	President’s Welcome Dinner
8:00 p.m.	Hospitality Suite Opens ~ Room: 111 and 112

Tuesday, June 23, 2020

7:30 a.m.-Noon	Registration ~ Atlantic Foyer
7:30 a.m.	Continental Breakfast in Hospitality Suite ~ Room: 111 and 112
8:00 a.m.	Guest Outing TBD
8:30-10:00 a.m.	Annual Business Meeting/Legislative Update (1.5 CEs), ~ Room: Cape Charles and False Cape
10:00- 11:00 a.m.	Cyber Security, Nate Hoyle, Federated Insurance (1.0) ~ Room: Cape Charles and False Cape
11:00 -11:15 a.m.	Sales Spotlight ~ Room: Cape Charles and False Cape
11:15 a.m.-12:15 p.m.	Active Shooters and Mass Casualty (1.0 CEU),~ Speaker TBD Room: Cape Charles and False Cape
12:15 p.m.	Lunch, Boxed Lunches will be provided
12:15-1:15 p.m.	Preneed Update, James Ruggerio, Lakeland Preneed Planning (1.0 CEU) Room: Cape Charles and False Cape
1:15-2:15 p.m.	Virginia Funeral Sales Association Meeting ~ Room: Cape Charles and False Cape
2:30-4:30 p.m.	Beach/Pool, Snacks available outside Hospitality Suite (Room 111 and 112)
6:00-6:30 p.m.	Registration ~ Atlantic Foyer
6:30-9:30 p.m.	Cocktail Hour/Banquet in Atlantic Ballroom

Wednesday, June 24, 2020

8:00-9:00 a.m.	Networking Breakfast ~ Cape Colony Ballroom
9:00-11:00 a.m.	VFDA Board of Directors Meeting

In Memory



I have seen and met angels wearing the disguise of ordinary people."
-Tracy Chapman

The Virginia Funeral Directors Association lost a
dedicated board member and friend on September 1, 2019.

Our hearts, thoughts, and prayers are extended to the Horne family during this difficult time.

Brian will be greatly missed and live on in the hearts of those who knew and loved him.

For your work on Earth is done, you will always be remembered!

Shenandoah Valley Funeral Directors Association

President:

S. Jonathan Hines

Coffman Funeral Home

sjhines.coffmanfuneralhome@gmail.com

Vice President:

Neal Wong

Johnson Funeral Service

Nwong@johnsonfs.com

Secretary:

Jay McIntyre

McMullen Funeral Home

mcmullenfh@comcast.net

Treasurer:

Daniel Chapman

Johnson Funeral Service

dchapmanp@gmail.com



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.

LEGISLATIVE CHAIR MESSAGE

Good Day members. As we continue through the Fall, I just wanted to update you on a couple of things happening with the legislative committee. This committee is working constantly behind the scenes and listening to the voices of our membership. Sometimes we are unable to make things happen as quickly as we would like, but working with government...well you know the rest.

I want to talk briefly about the progress in the EDRS. Some of you are finding great success with doctors and their willingness to learn and use the system. Others are still meeting with resistance. Again, I want to remind you that you do have the ability to file a complaint of unprofessional conduct against the doctors who won't use the system. Be patient with those who are willing to use and learn the EDRS, and if possible take the time to teach them.

The Next of Kin bill we have been working on for the past two years is still being worked out, but we have agreed mostly to what the new proposed law will look like. We still need to iron out some details of exactly how it will be written, but it seems like we have something that can pass the General Assembly. More details of that will follow.

The VFDA is also looking to partner with the two other funeral associations in Virginia, as well as the Virginia Bar Association, to better inform lawyers of how the designee law works. This is of great benefit to both the consumer, and the funeral profession. Obviously this is not a new law in Virginia, but there are many lawyers and even funeral directors who are unaware of how it works. So we are going to put our heads together on how to work with lawyers across Virginia to better implement a designee agreement when they are working to establish wills and trusts.

Lastly, we are in the early research portion of how to increase the law that allows funeral homes to take a death certificate to a bank to receive payment towards a funeral bill. Currently the cap for that is \$4,000. We are going to research what some other states who have similar laws allow for.

As always, we are open to suggestions! There is a fair chance that if something has happened to you, it has or will happen to another funeral director. We want to take those ideas and suggestions to better see if we can address them. Some may not require legislation, but this committee would act on your behalf.

I hope everyone has a great Fall season, and if you have any questions or need anything, please contact either Lacy or myself and we will work to help you!

Thanks
Jay McIntyre, CFSP
VFDA Legislative Committee Chair





**Virginia Funeral Directors Association
Winter Conference
The Quirk Hotel**

You do not want to miss this continuing education and networking event. The conference will open with a full day of continuing education followed by a networking cocktail reception and dinner. Monday will begin with a VFDA Board of Directors meeting, breakfast and a day at the Virginia General Assembly where we will meet with legislators and observe committee meetings. The 2020 conference is open to all funeral service professionals, suppliers, students and guests. **Make your sleeping room reservations at 844-757-8475, VFDA room block \$159 plus tax before January 6, 2020.**

Sunday, January 26, 2020

- | | |
|-----------------------|--|
| 10:00 -10:45 a.m. | Virginia Funeral Sales Association Meeting |
| 11:00-11:30 a.m. | Registration, Love & Happiness Pre-Function |
| 11:30 a.m.-12:30 p.m. | Including People with Autism and Intellectual Disabilities in the Funeral and Grieving Process, Theodore A. Hoch, Ed.D., B.C.B.A.-D., L.B.A, Northern Virginia Applied Behavior Analysis, LLC, Virginia Autism Project (1.0 CEU) |
| 12:30-1:15 p.m. | Lunch |
| 1:15- 3:15 p.m. | Townhall Meeting with Dr. William Gormley and Janet Rainey (2.0 CEU) |
| 3:30-5:30 p.m. | Decoding the Generations, Mary Andres Russell Professional Development Director – East, Matthews Aurora Funeral Solutions (2.0 CEU) |
| 6:00-7:00 p.m. | Cocktail Reception, Mezzanine/Gray Owl |
| 7:00-9:00 p.m. | Dinner, Mezzanine/Gray Owl |

Monday, January 27, 2020

- | | |
|----------------------|--|
| 7:15-8:30 a.m. | Board Meeting |
| 8:45-9:45 a.m. | Breakfast (ALL) with Guest Speaker, Dr. Robert Holsworth (1.0 CEU) |
| 9:45 a.m. | Head to General Assembly |
| 10:00 a.m.-1:30 p.m. | Virginia General Assembly Legislator Visits and Session Meetings (1.5 CEU) |

Receive 1 hour of online Preneed continuing education (expires April 1, 2020)

Virginia Funeral Directors Association

Winter Conference

January 26-27, 2020

VFDA Members \$185

Non-Members \$265

Reception/Dinner Only \$75

REGISTRATION FORM

Name: _____

Guest(s) Name (Reception/Dinner): _____

Funeral Home/Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Food Allergies: _____

METHOD OF PAYMENT

Amount Enclosed: \$ _____

Check Enclosed (Payable to VFDA) VISA MasterCard AMEX Discover

Card Number _____

Exp. Date _____ Sec. code _____ Name on Card _____

Signature _____

Please return this form to the Virginia Funeral Directors Association at:

P.O. Box 395, Hanover, VA 23069

Phone: (804) 264-0505 Fax: (804) 264-3260

E-mail: info@vfda.net

Register ONLINE at <https://www.vfda.net/category/continuing-education/>

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.

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.

Virginia Funeral Directors Association

Winter Conference

January 27-28, 2019

SPONSORSHIP OPPORTUNITIES

Levels of Sponsorship

Cocktail Reception Sponsor \$1,000-\$2,500

Listing on website/Bulletin/conference materials/ spotlight during conference and designated time to address attendees
Two dinner tickets

Continuing Education Sponsor \$750

Listing on website/Bulletin/conference materials/ spotlight during conference and designated time to address attendees
One Free continuing education day (5 CEUs)

Shuttle Sponsor \$500

Listing on website/Bulletin/conference materials/ spotlight during conference and shuttle signage
Two free lunch entrees at Capital Ale House

Hospitality Suite Sponsor \$250

Listing on website/Bulletin/conference materials and spotlight during conference

** Please submit your electronic company logo to info@vfda.net

Yes, I will sponsor _____ for \$ _____

Contact Name: _____

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Address: _____

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Payment: _____ Visa _____ MC _____ AMEX _____ Discover

Card Number: _____ Exp: _____ 3-Digit Code: _____

Name on the Card: _____

Virginia Funeral Directors Association
P.O. Box 395, Hanover, Virginia 23069
Phone: (804) 264-0505 Fax: (804) 264-3260 E-mail: info@vfda.net

Northern Virginia Funeral Directors Association Host Meeting with Legislators



The Northern Virginia Funeral Directors Association held their district meeting on September 4, 2019 in Fairfax, Virginia. Senator Scott A. Surovell and Delegate Mark Sickles were in attendance.

If your district would like to host legislators at the next meeting, please contact the VFDA office to assist with coordinating this opportunity.



Southwest Virginia Directors Association Host Meeting Smyth County Clerk of Court



The Southwest Virginia Funeral Directors Association held their district meeting in September. Smyth County Clerk of Court, John Graham presented during the meeting. VFDA awards were presented to members who could not attend the 2019 Annual VFDA Convention in Virginia Beach. Awards presented to:

MacKenzie Riley, Frost Funeral Home — Intern of the Year

Jimmy Singleton, Singleton Funeral Home — 50 Year VFDA Golden Licensee Award

Tidewater Funeral Directors Association

President: Steven Felton

Community Funeral Home
Stevenfelton30@yahoo.com

1st Vice President: Ron Vance

ronvance13@gmail.com

2nd Vice President: Lynda Harris

Smith & Kellum Funeral Homes
lynda.harris@dignitymemorial.com

Secretary: Jamie Karpa

R. Hayden Smith Funeral Home
jamiekarpa@gmail.com

Treasurer: Bryan Graves

H.D. Oliver Funeral Apt.
digger9822@aol.com



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

1st Year Director: Eric Wray

E. Vaughn Wray Funeral Establishment
evaughnwray@gmail.com

2nd Year Director: Douglas Parr

Parr Funeral Home & Crematory
cdparrjr@live.com

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



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Virginia Funeral Supply Association

President:

Todd Dean

Richards-Wilbert, Inc.

todd@richardswilbert.com

1st Vice President:

RD Monson

Homesteaders Life Company

rmonson@homesteaderslife.com

Secretary/Treasurer:

Sherry Noble

Messenger

sherrynoble@me.com



Meetings and installations held in June during VFDA Annual Convention.

2019-2020 VFDA Calendar of Events*

**subject to change*

November 20, 2019	VFDA Traveling Continuing Education Caravan	Courtyard Marriott - Danville, VA
November 21, 2019	VFDA Traveling Continuing Education Caravan	Hilton Garden Inn - Bristol, VA
January 14, 2020	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
January 26, 2020	Virginia Funeral Sales Association Membership Meeting	Quirk Hotel - Richmond, VA
January 26-27, 2020	VFDA Winter Conference	Quirk Hotel - Richmond, VA
January 27, 2020	VFDA Board of Directors Meeting	Quirk Hotel - Richmond, VA (7:15 am)
March 24, 2020	VFDA Traveling Continuing Education Caravan	Holiday Inn Tanglewood - Roanoke, VA
March 26, 2020	VFDA Traveling Continuing Education Caravan	Hampton Inn - Ashland, VA
April 16, 2020	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
April 23, 2020	VFDA Board of Director Meeting	Conference Call (4:00 pm)
June 21-24, 2020	132nd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA
June 24, 2020	VFDA Board of Directors Meeting	Wyndham Hotel - Virginia Beach, VA (9:00 am)
July 14, 2020	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
October 6, 2020	Virginia Board of Funeral Directors & Embalmers Meeting	10:00 am
June 20-22, 2021	133rd VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA