



135th VFDA ANNUAL CONVENTION

JUNE 11-14, 2023

MARRIOTT VIRGINIA BEACH OCEANFRONT

VFDA.NET

THE HOTEL

Marriott Resort Virginia Beach Oceanfront is located just off the north end of the famous Virginia Beach boardwalk and is a part of The Cavalier Resort, with The Historic Cavalier Hotel and its famed Tarnished Truth Distillery and SeaHill Spa just across the street. Enjoy exceptional amenities including adjacent indoor/outdoor swimming pools, a large 24-hour fitness center and spacious landscaped grounds with bocce ball, fire pits and terraces. Relax in the modern luxury of our hotel's 305 guest rooms and suites, all with sweeping ocean views. Treat yourself to the rooftop wok station and sushi bar at Orion's Roof, or enjoy the salty sea air and scratch cooking with a priority on healthy, mindful eating at Tulu Seaside Bar & Grill. With over 25,000 square feet of event space, including the largest ballroom in Virginia Beach, our oceanfront resort hotel is ideal for meetings, retreats, and unforgettable beach weddings. Whether visiting for business or pleasure, we look forward to welcoming you.

A MESSAGE FROM THE PRESIDENT

To all VFDA and VFSA Members,

Joy and I would like to invite you to the 135th annual VFDA Convention at the Virginia Beach Marriott June 11-14, 2023. We hope that this will be a time to Reconnect, Relax, and get Rejuvenated. This is the one time each year that we can get together and enjoy the friendships that we have made over the years, and to create new ones. The family that we have created through the VFDA has grown strong and I hope will carry us into the future. Our Board and Committees have worked together to create an event that we hope will be informative and allow time for experiences with family and friends.

We are offering three mornings of CEU's with a wide range of topics, leaving the afternoons for pool, beach activities or whatever calls to you. We will have a welcome reception on Sunday evening followed by a dinner. We will end our time together with an awards banquet, and by request, we will be bringing back the Brasswind Band for a time of music, dancing and refreshment complements of the VFSA. We will be having a Kids Club the night of the banquet, with childcare, movies, games, and food.

The partnership that the VFDA has enjoyed with the VFSA, and its members has allowed us to be able to provide this and all the conventions in the past. If you have an opportunity during your stay, please express your gratitude to them.

Please take time to look over all the opportunities that have been planned for this week. We have arranged with the Marriott to offer the convention rates for additional days before and after the convention if you choose to extend your vacation. We hope that you will choose to spend your vacation time with our VFDA family. Links are provided to register for convention and your hotel rooms.

See you at the Beach,

Bobby Gardner, Jr., President



CONVENTION REGISTRATION

To register, just complete the event registration form online, [CLICK HERE](#). If you have any questions, please contact the VFDA by email at communications@vfda.net or by phone at 804.264.0505.

Cancellation Policy: Full registration refunds will be given provided cancellation is received via email by **May 19, 2023**. No refunds will be given after 5 p.m. June 03, 2023.

*Registrations no later than **June 03, 2023**

RESERVATIONS

Book your rooms by **Monday, May 15, 2023** to receive a discounted room rate. [BOOK ONLINE](#) or by calling the Marriott Virginia Beach Oceanfront at 757.937.4200. Individual attendees must identify themselves as a member of the Virginia Funeral Directors Association in order to receive these special rates.

REGISTRATION TYPE	PRICE
VFDA/VFSA Member - Early Bird	\$595
VFDA/VFSA Member - After April 15, 2023	\$695
VFDA/VFSA Non-Member- Early Bird	\$695
VFDA/VFSA Non-Member- After April 15, 2023	\$795
VFDA Member Single-Day	\$295
Meals Only or Spouses Fee	\$125
Banquet Only	\$75

VFDA FOUNDATION 50/50 RAFFLE

Help support the VFDA Foundation by purchasing a 50/50 raffle ticket. The Foundation engages business and community partners in the support of professionals and students currently in or entering the funeral service profession through education, advocacy and leadership development. By doing this, the Foundation will help to eliminate barriers to opportunities by helping people to reach their full potential. The money raised will help support the Foundation's scholarship fund! Tickets may be purchased at the 135th Annual VFDA Convention.

SPONSORSHIP OPPORTUNITIES

Diamond Level \$10,000+

5 complimentary Registrations, Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Available Sponsorships
- **Parking Sponsorship**

Platinum Level \$7,000 – \$9,999

4 complimentary Registrations, Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Available Sponsorships
- **VFDA Annual Banquet and Awards Dinner**

Gold Level \$5,000 – \$6,999

3 complimentary Registrations, Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Current Sponsorships:
- **VFSA – Band and Hospitality on Tuesday**
- Available Sponsorships
- **Sunday Continuing Education (\$5,000 Per Day)**
 - **Sunday, Monday, Tuesday Breakfasts**
 - **Monday Continuing Education Hours (\$5,000 Per Day)**
 - **Tuesday Continuing Education Hours (\$5,000 Per Day)**

Silver Level \$3,000 – \$4,999

1 complimentary Registration, Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Available Sponsorships
- **Room Key Sponsor**
 - **Hors D'Oeuvres during Banquet Social Hour**
 - **VFDA Specific Wifi Network (\$3500)**

Bronze Level \$1,000 – \$2,999

Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Available Sponsorships
- **Social Hour of the Annual Banquet and Awards Dinner**
 - **Social Hour – 2023 Presidents Welcome Dinner**
 - **Convention Schedule Page Sponsor**
 - **Daily Coffee Sleeves**
 - **2023 Annual Convention Notebook Sponsorship**
 - **Kids Club Sponsorship (Banquet Night)**

Partner Sponsorship \$500 – \$999

Listing on Website and Convention Brochure, Digital Recognition during all meetings.

- Available Sponsorships
- **2023 VFDA Annual Convention Name Badges**

Friends of the VFDA \$250–\$499

Listing on Website and Convention Brochure, digital recognition during all meetings.

THANK YOU TO OUR SPONSORS

Diamond Level \$10,000+

Platinum Level \$7000 – \$ 9,999



Gold Level \$5,000 – \$6,999

Silver Level \$3,000 – \$4,999

Bronze Level \$1,000 – \$2,999

Partner Sponsorship \$500 – \$999

Friends of the VFDA \$250 – \$499

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

CONVENTION SCHEDULE



- 7:30 AM Continental Breakfast
- 8:00-10:00 AM A Funeral Director in the Courthouse
Michael Sharkey
2.0 Hours
- 10:30-11:30 AM Preneed Regulatory Support
1.0 Hours
- 5:00 PM Service of Remembrance
Business Attire
- 6:00 PM Social Hour
- 7:00 PM Presidents Welcome Dinner
Sponsored by VFDA District Associations



- 7:30 AM Continental Breakfast
- 8:00-9:00 AM How to Prepare a Decomp for Viewing
Monica Torres
1.0 Hours
- 9:15-11:15 AM Perception by Your Community is Everything
Valerie Wages
2.0 Hours
- 11:00 AM VFDA Spouses Brunch (Tenative)
Hosted by Joy Gardner
- 11:30 AM - 12:30 PM Stress and Suicide
Eric Bliley
1.0 Hours
- 12:45-1:45 PM Virginia Department of Health
Seth Austin
1.0 Hours



- 7:30 AM Buffet Breakfast
- 8:00-10:00 AM VFDA Annual Business Meeting
2.0 Hours
- 10:30-11:30 AM Tri-State Crematory
Dr. Rick Snow
1.0 Hours
- 11:45 AM - 12:45 PM Federated Insurance
Abe Zysman
1.0 Hours
- 12:45-5:30 PM Afternoon by the Beach
- 6:00-10:00 PM Kids Club
- 6:00 PM Social Hour
- 7:00 PM Annual Banquet and Awards Ceremony
- 9:00 PM Band and Hospitality
Sponsored by VFSA



- 9:00 AM Virginia Funeral Directors Association Board of Directors Meeting

CONVENTION SPEAKERS

MICHAEL SHARKEY



Michael is a veteran attorney with a passion and enthusiasm for litigation. He also possesses a unique knowledge of the funeral industry and mortuary lay. He is currently General Counsel to the Wisconsin Funeral Directors Association. He represents and advises funeral homes, crematories and cemeteries on legal and business matters. He also represents licensed professionals in administrative disciplinary hearings from the Minnesota Department of health and the federal trade commission. Before he became an attorney, he was a Funeral Director with a large funeral chapel and cemetery operation in the metropolitan area.

Michael was previously in-house counsel and on the trial team with Nationwide Insurance Company where he was involved in litigation and arbitration. Prior to that, Michael worked as an attorney with a local civil litigation law firm focusing on insurance, coverage, premises liability, industrial equipment, utility liability, construction defect and toxic/mass tort cases.

Michael is a qualified No-Fault Arbitrator with the American Arbitration Association. He has been listed a s Minnesota Rising Star since 2009.

Michael also served in the United States Marine Corps.



KATHY FEIRING

Kathy joined Regulatory Support Services as a consultant in 2022. She has been a Funeral Service Licensee in Virginia since 2016 after graduating from the John Tyler Community College program. She earned her Certified Funeral Service Practitioner (CFSP) designation in 2019. Before joining Regulatory Support Services, she spent several years volunteering with her local Humane Society, Medical Reserve Corps, CERT (Citizen Emergency Response Team), and Volunteer Fire Department. She has two adult daughters and two German Shepherds. If she has any free time, she enjoys reading and learning new things, but you might just find her at the fire department driving an ambulance.

CONVENTION SPEAKERS



SETH AUSTIN

Seth Austin serves the Commonwealth as the State Registrar and Director for the Office of Vital Records within the Virginia Department of Health. His duties include administration of the system of vital records and associated tasks to ensure that Virginia's vital records are secure, accessible and reliable, and that service is provided to customers and partners in a professional and modern way. Seth has served with the Virginia Department of Health since 2016, has been the Director of the Office of Vital Records since 2020 and was appointed as Virginia's seventh State Registrar on February 2, 2023.

VALERIE J. WAGES

Valerie has worked with Tom M. Wages Funeral Service, served as a National Training and Development Specialist and as a Commencement Speaker. Her career has included consulting with and developing funeral home personnel throughout the United States, as well as in Europe. She is recognized as a sought-after public speaker in the death care profession for her passion for serving families and being able to communicate to funeral service professionals the important role they play in the lives of people when a loved one has died. Valerie graduated from Georgia College & State University, Milledgeville, Georgia, in 1971 with a bachelor's degree in education and was an honor graduate from Gupton-Jones College of Funeral Service in Atlanta, Georgia on August 19, 1977. She is a licensed Embalmer & Funeral Director in the State of Georgia and holds the designation of Certified Funeral Service Practitioner (CFSP) through the Academy of Professional Funeral Service Practice (APFSP). Valerie has received numerous awards and recognitions in her career, such as, serving as the first woman President of the Georgia Funeral Directors Association (1988-89) and first licensed woman Embalmer and Funeral Director to serve on the Georgia State Board of Funeral Service. Valerie was a recipient of the Initiative Award given through the National Funeral Directors Association Professional Women's Conference in recognition of outstanding leadership and commitment to funeral service. Valerie's commitment to provide exceptional customer service, provide each family with meticulous attention to detail and help family members and friends begin the next journey of their lives without their loved one physically with them on this earth has been her most rewarding work in her life. She received her 40 years Achievement Award from the Georgia Funeral Directors Association on June 6, 2018. Valerie resides in Lawrenceville, Georgia where she still sees families that ask for her at Tom M. Wages Funeral Service in Lawrenceville and Snellville, Georgia, as well as speaking at various seminars and conventions.



MONICA TORRES

Monica is a LE, LFD, LC, Postmortem Reconstructive Specialist, Desairologist and internationally recognized public speaker, technical trainer and author. Monica is also the owner and founder of startup company NXT Generation Mortuary Support, LLC (est. 2011). NXTgen is a trail blazing trade service company which not only offers traditional embalming services and staff support, but also develops untraditional modern online death education programs for professionals and families. Community outreach, death education and accredited technical training programs are at the core of NXTgen's management and consulting service department. Monica believes that, "nurturing a path toward success serving families begins with professional development, focused strategies in the prep room, and educating the public." NXTgen works with your firm to host an opportunity for growth while increasing profits, modernizing antiquated service models and guiding your staff towards a fulfilling career.



Monica is a first-generation Funeral Director and Embalmer and has worked in the beautification of human bodies since the age of 16. After becoming licensed by the Arizona State Board of Cosmetology, Monica opened her first salon and spa business at the age of 18. Having an affinity for art and being able to see the rare beauty in death, her compassionate nature led her into funeral service and restorative artistry and postmortem reconstructive surgery on the deceased. After her completion of the Mortuary Science Program at Mesa Community College, and while still an Embalming Intern, Monica had her first course; Airbrush Artistry for cosmetic use in the Prep Room accredited in 2010. Monica concentrated her efforts and focused on the fantastic art and science of post mortem reconstructive surgery at the world-renowned Fountain National Academy of Professional Embalming Skills. During her attendance at FNA Monica developed the "No Wax Torres Technique," coined by other professionals in the field this surgical hair implantation technique has proved to be an alternative to traditional wax hair restoration and the modern embalmers choice for hard cases. Monica was honored in 2016 by Vernie Fountain with the FNA Distinguished Professional Service Medallion for her contribution to funeral service. Monica's mortuary support company was featured on the cover of American Funeral Director Magazine in 2018 and recognized as one of the funeral industries most innovative companies helping to shape the future of funeral service.

ERIC BLILEY

Eric is a fourth generation Bliley. His father was the late Joseph W. Bliley, III, former President of Bliley's. Eric has a BA degree in Business Management from Lynchburg College. There he was a 4-year varsity athlete and 2-year captain with All ODAC in Golf. In 2008, Eric received his Associate's Degree in Funeral Service from Gupton-Jones College of Funeral Service. He became a licensed Funeral Director in February of 2009. Eric is married and has two sons. He enjoys spending time with his family and playing golf at every level. The title for my talk "Don't be a dead beat."



DR. RICK SNOW

Dr. Rick Snow is President of Forensic Anthropology Consulting Services, Inc. Prior to forming his consulting company, Dr. Snow was the forensic anthropologist with the Georgia Bureau of Investigation from 2002 to 2009.

He worked in Kosovo excavating mass graves as an agent of the United Nations and spent eight months in Bosnia excavating mass graves for the International Commission on Missing Persons.

Since forming his consulting company in 2009, Dr. Snow has worked with medical examiners and law enforcement to identify the dead. He also works as a consultant for the National Center for Missing and Exploited Children.

He worked for seven years as a patrolman with the Dekalb County Police Department in Decatur, Georgia. Dr. Snow received his Master's and Ph.D. in Anthropology from The University of Tennessee.



ABE ZYSMAN

Avram H. (Abe) Zysman, a passionate and dedicated advocate for his clients, has been helping families with their planning needs for more than 20 years. Abe began his legal career in 1996 as a summer associate with a firm in Arlington, Virginia. After graduation from the New York Law School in 1997, Abe joined the Epstein Becker & Green law firm in New York City, and worked with attorney Peter J. Strauss, a pioneer in elder law and one of the foremost estate planning attorneys in the country. Mr. Strauss was instrumental in nurturing Abe's curiosity and passion for the field of estate planning.

After working in New York City for five years, Abe moved south to Williamsburg, Virginia, where he worked as an Associate for Ferris & Associates, P.C. a law firm specializing in estate, trust and business planning. Five years later, Abe and his family relocated to the Tidewater area, where he opened his own practice, The Zysman Law Firm, P.C., in Virginia Beach.

Abe meets with all types of families, young and old, blended and traditional, as well as individuals and businesses. He advises clients regarding complex individual, trust and business taxation issues. In addition, Abe implements charitable strategies and establishes elder parent's and special needs trusts for families who wish to protect their incapacitated loved ones. He prepares LLCs, business succession plans and administers probate and intestate proceedings.

Abe has distinguished himself as an engaging and enthusiastic speaker before numerous civic and military organizations and businesses, and has spoken to thousands of families in Virginia, Maryland, West Virginia, Ohio and Kentucky. Abe has published numerous articles on various estate planning issues in many journals, including the Virginia State Bar's Trust and Estates magazine.

Abe received his J.D. from The New York Law School and a Master of Laws (LL.M.) in Estate Planning from the University of Miami School of Law. He has offices in Virginia Beach and Fairfax, Virginia and Pikesville, Maryland.



AWARDS PROGRAM

To nominate an a deserving candidate for each award, please email Communications@vfda.net or call 804.264.0505

VIRGINIA FUNERAL DIRECTOR OF THE YEAR

A special award bestowed upon a Virginia Funeral Directors Association member, recognizing his/her professional skills and talents displayed through involvement at the local, state and national level. This award is an honor, above all others, presented to the funeral licensee by his/her peers, citing expert leadership and professional integrity displayed within the funeral service profession. Our nominee should be a funeral service licensee who has served within the VFDA, in various capacities. This individual should have displayed a dedicated spirit in the name of funeral service, for the collective good of our VFDA Membership and possess forethought for our future advancement. The nominee should be an association member in good standing and have not received the award in the past 10 years.** Award recipients and their guests must be registered for the Banquet installation of officers and awards ceremony on June 13, 2023.

GOLDEN LICENSEE

The Virginia Funeral Directors Association will honor those individuals who have contributed fifty, fifty-five, sixty, sixty-five, seventy or more years of service to the funeral service profession. These individuals have actively participated in charting the course for our future, and have contributed greatly to our history and tradition. These individuals are association members in good standing. If you, or someone you know is eligible for this award, please complete and return a copy of this form to VFDA.

INTERN OF THE YEAR

The "Intern of the Year" award, which is open to all interns working in a Virginia Funeral Directors Association member firm. The member firm must be in good standing. Member firms should nominate those outstanding interns who go above and beyond in their firm and community. All "Intern of the Year" nominees will be invited to the VFDA Annual Banquet on June 13, 2023 at no charge. This is a great opportunity for your firm to recognize the rising stars and an opportunity for nominees to attend the 135th Annual VFDA Convention.

ROOKIE OF THE YEAR

The Virginia Funeral Directors Association is excited to announce a funeral service award sponsored by the VFDA for all association district members. The "Rookie of the Year" award will be open to all district members who have five years or less experience as a licensed funeral director currently in the funeral service profession. Your district is responsible for nominating your district "Rookie of the Year" and submitting that information to the VFDA office by May 13, 2023. All "Rookie of the Year" nominees will be invited to the VFDA Annual Banquet on June 13, 2023, at no charge. This is a great opportunity for your district to recognize the rising stars and an opportunity for nominees to attend the 135th Annual VFDA Convention.

VIRGINIA FUNERAL SUPPLIER OF THE YEAR

A special award bestowed upon a VFSA member, recognizing his/her professional skills and talents displayed through involvement at the local, state and national level. This award is an honor, above all others, presented to the funeral supplier by his/her peers, citing expert leadership and professional integrity displayed within the funeral service profession. Our nominee should be a funeral supplier who has served within the Virginia Funeral Sales Association, in various capacities. This individual should have displayed a dedicated spirit in the name of funeral service sales, for the collective good of our VFDA and VFSA memberships and possess forethought for our future advancement. The nominee should be an affiliate member in good standing with the VFSA.

2023 PAST PRESIDENTS COUNCIL SCHOLARSHIP APPLICATION

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!

QUALIFICATIONS FOR THE 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: "Where do i see the Funeral Profession in Five Years?"
6. All applications/essays must be submitted to communications@vfda.net by May 13, 2023. 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.

Name (First/Middle/ Last): _____

Address: _____

City, State, Zip: _____

Firm: _____

Endorsement Signature: _____

Telephone: _____ Fax: _____

Email: _____



Let us put our more than 115 years of experience to work for you! Federated Insurance is proud to be the exclusively recommended insurance provider of the VFDA, Virginia Funeral Directors Association, for property and liability, workers compensation, and financial protection services. We're ready to provide the VFDA members with quality coverages customized to each business. As Federated clients, VFDA members will be served by knowledgeable, local marketing representatives, professional risk management consultants, and dedicated claims professionals.

Find your local representative by logging into the VFDA Member Portal at www.vfda.net.

A Perfect Fit for Protecting Your American Dream

Federated Insurance's partnership with your association has one goal: helping your business succeed. You deserve an insurance provider who understands your profession. Put our knowledge and experience to work for you.

It's Our Business to Protect Yours®
Scan to learn about mySHIELD®,
an online destination for risk
management resources.

Commercial Insurance | Property & Casualty | Life & Disability Income | Workers Compensation | Business Succession and Estate Planning | Bonding
Federated Mutual Insurance Company and its subsidiaries** | federatedinsurance.com
2023, 05, 12/21 **New A.M. Best Rating Guide Information at www.aambest.com ***Not Rated in all states. © 2020 Federated Mutual Insurance Company

VFSA SCHOLARSHIP OUTLINE – \$750

VIRGINIA FUNERAL SALES ASSOCIATION SCHOLARSHIP

To be considered for the Virginia Funeral Sales Association scholarship, applicants should complete the requirements listed below and submit the application form to your right.

1. Completed an Accredited Funeral Service program or graduating from an Accredited Funeral Service program during the current year of application and is accepted by the Virginia State Board of Funeral Directors and Embalmers. Proof of enrollment required.

2. Write an essay of 500 words on the following topics: (1) How will I, as a Funeral Service Licensee, enhance the funeral profession? (2) What need do I have for applying for this scholarship? (Essay must address both questions.)

3. Applicant(s) are only eligible for this scholarship once. Previous recipients are ineligible



4. Applicants(s) must have a “C” or above average or a GPA of 2.5.

5. Two letters of Recommendation: (1) by a supervisor or funeral service licensee in good standing in the Commonwealth of Virginia and (2) from a personal or community service reference (friend, co-worker, school, church, civic group, local organization, etc.)

6. Provide a copy of an Unofficial Mortuary School transcript, proof of successfully passing the National and State Exams, and a receipt showing these exams have been paid for in advance.

7. Reimbursement will be provided for both exams, but only if the requirements in #6 have been met.

8. Scholarship Application DEADLINE: May 13, 2023 of each year. Applicants post marked after May 13, 2023 or missing documentations will not be considered.

9. All applications received will become the property of the

10. Virginia Funeral Sales Association.

11. Need to provide proof of I. D.

12. Willing to receive and participate in a teleconference interview with Scholarship Committee.

NOTIFICATIONS

- Applicant(s) will be notified in writing
- Applicant(s) will be invited to attend the Annual Banquet for recognition, or presented to them at a VFDA meeting in their locale if unable to attend.

VFSA SCHOLARSHIP APPLICATION

Scholarship Application Applicant Name: _____

Mailing Address: _____

State: _____ Zip Code: _____ Telephone:() _____

Email address: _____ Date Of Birth: _____

Education: _____ High School _____ College and/or Equivalent _____

School Name: _____ Dates attended (graduation date): _____

Address: _____

Current School of Funeral Service: _____

Do you qualify to be a Funeral Service Intern in the Commonwealth of Virginia as defined by the Board of Funeral Directors and Embalmers? Yes No

Are you currently a Funeral Service Licensee? Yes No
If yes, name and address of the firm employed by: _____

Additional Comments/Awards: _____

Check List: Application: _____ Essay _____ (2) Letters of Reference _____
Unofficial Transcript _____ Proof of Paid National/State Board Licensing Exam _____

I affirm the information provided on and in this package is true to the best of my knowledge. I further commit that if I should discontinue my participation in the Funeral Service Program (the scholarship year), I will return this scholarship in its entirety.

Applicants Signature: _____ Date: _____

Please email or mail completed application to: P.O. Box 484, Forest, VA 24551, vfsainfo@gmail.com

POLICIES AND PROCEDURES

ACCREDITATION

All seminars are accredited through the Virginia Funeral Directors Association. The VFDA Board of Directors evaluates each seminar to ensure quality and relevance to funeral service.

VA MANDATORY CONTINUING EDUCATION

Unless otherwise noted, all VA Mandatory seminars have been approved for 1 CEU from the Virginia Board of Funeral Directors and Embalmers.

CONTINUING EDUCATION VERIFICATION POLICY

All attendees receive a name badge at check-in. The badge must be worn at all times. We will have sign-in sheets during each CEU session to sign. Must present name tag to enter all events and seminars.

The Virginia Funeral Directors Association will not grant CEUs to attendees who miss more than 10 minutes of instructional time during a one hour seminar or who miss more than 15 minutes of total instructional time during a two-hour seminar. There are no exceptions. Completion of a program examination may be required for issuing continuing education credit. A continuing education certificate will be issued 30 days following the last seminar presentation.

GENERAL SESSION

General Session is open to all VFDA members and registered Convention guests. Members who are not registered for the Convention must receive a meeting badge for admission from the Convention Registration Desk.

REFUNDS

Full registration refunds will be honored provided cancellation is received in writing via email or mail by May 19, 2023. After that date, a refund of 50% will be given provided the cancellation is received in writing via email or mail before June 3, 2023.

DRESS CODE

The dress code for continuing education classes is casual. Please dress in business attire for the Service of Remembrance. The inaugural banquet is casual.

ROOM RESERVATIONS

Third party firms may attempt to contact attendees to solicit hotel reservations. Such firms have not been authorized to book reservations and are not affiliated with the VFDA or Marriott Virginia Beach Oceanfront in any way.

To ensure valid room reservations, it is recommended that attendees make reservations online at Marriott Virginia Beach Oceanfront.

If your hotel reservations were made through the VFDA Office last year please note that we will only make reservations for attendees if requested.

The office will not make reservations unless notified. When requesting reservations, please include the following: number of guests, number of rooms needed, room preference (i.e. oceanfront, king/double, etc.), check-in date, check-out date, name on reservation, credit card number (for security, please call the VFDA Office with your credit card information, do NOT send by email).

PHOTOGRAPHY RELEASE AND DISCLOSURE

All photography, video, and audio recordings captured by the VFDA or any of its affiliated entities are the property of the VFDA. The VFDA reserves the right to use and distribute such images and recordings at its sole discretion. Participation by the attendee, guest, or representative constitutes permission for the VFDA to capture and use such images or electronic recordings.

This information is subject to change without notice.

HOTEL INFO

The Virginia Funeral Directors Association Reunion returns to Virginia Beach at the new luxurious Marriott Virginia Beach Oceanfront Hotel. With its convenient location you can enjoy the historic Cavalier Hotel or take a stroll to the boardwalk.

DISCOUNTED ROOM RATES

1 King/2 Queens: \$269 per night (plus applicable tax and fees)
Rates will be in effect Tuesday, June 6, 2023, through Saturday, June 17, 2023.

PARKING

The hotel has on-site parking for \$20 daily or valet parking, for \$28 daily.

RESERVATIONS

Book your rooms by Monday, May 15, 2023 to receive a discounted room rate. [BOOK ONLINE](#) or by calling the Marriott Virginia Beach Oceanfront at 757.937.4200. Individual attendees must identify themselves as a member of the Virginia Funeral Directors Association in order to receive these special rates.

CANCELLATIONS

One night's room and tax deposit required to reserve. Refundable deposit if cancelled before 72-hour window.

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JUNE 11-14, 2023



MARRIOTT VIRGINIA
BEACH OCEANFRONT