


# THE BULLETIN

APR | MAY | JUN | 2013

*Celebrating  
125 Years*



**125<sup>TH</sup>**  
VFDA  
ANNUAL  
CONVENTION  
& EXHIBITION

## *Also in this issue:*

- President's Message: Continuing on the Calm and Steady Course
- President Elect Bob Oman: Accomplishing Together What We Can't Accomplish Alone
- Executive Director's Message: Great Things Are Still Ahead







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## ***Continuing on the Calm and Steady Course***

**D**ear friends, it is amazing to think that 12 months have gone by and it is time to be getting ready for another convention. Our year has been a full and busy with many positive results. One of the association's leading accomplishments was the founding of the Virginia Funeral Director's Foundation which is under the capable leadership of Mr. Joe Teague, past president. The foundation promises to be a very positive aspect in the life of our association. We have also had good results with the traveling caravan under the watch care of Lacy and Shannon.

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\*Source: Revenue per call improvement data compiled from funeral home test conducted in 2010 and 2011.

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I have had the privilege of visiting 6 of the 7 districts and was able to visit approximately 14 funeral homes during the course of my official visits. I was honored to speak at the Virginia Cemetery Association's annual meeting at the Homestead and have been privileged to install the new officers for the Central and Tidewater funeral directors associations. I presided over all of the regularly scheduled board meetings of the association, numerous conference calls, the winter leadership conference, and was able to attend the National Funeral Director's convention last year in Charlotte. I want to thank my wife Debbie, for her effort in sending sympathy and get-well cards to some 45 VFDA families. It was our hope that they knew that we were thinking about them in their hour of need.

In closing, I'd like to thank our association staff, the official board, and many members that have helped to make our year a successful one. I truly hope that you have been pleased with the direction of the association. We extend our best wishes to the incoming slate of officers and hope they will continue on the calm and steady course that we have set.

Warmest Regards,  
**Smitty**



## ***Accomplishing Together What We Can't Accomplish Alone***

**F**irst, on behalf of our entire membership let me congratulate our outgoing President, Mike Smith and his wife Debbie for their dedicated service and commitment to our Association. Thank you both for another great year for VFDA!

I'm honored and privileged to serve as the 126th President of VFDA. Cindy and I look forward to meeting and talking with you all during the convention as well as working with you throughout the year!

We have all experienced more changes to our profession in recent years than in the past thirty, with many more to come! Because of the nature and traditions of our profession I think we have been somewhat sheltered and protected over the years from many of the unsettling changes, challenges and corrections other businesses and professions have been wrestling with for decades. However, with the ever increasing cremation rate, the advent of technology and the baby boomer generation beginning to enter their golden years, I'm afraid those "good old days" will be.... just that!

I believe the question we have to ask ourselves is a simple one "Are we really ready to make the changes that will be necessary to meet the demands and challenges of our profession into the future"? Our answer had better be a resounding, YES"! Usually, our problem is never saying "YES" to the obvious necessity of changing but to the practical implementation of the word! The obvious disadvantage that we experience now, after so many years of not having to evaluate ourselves, our business practices or our profession overall, has made us very reluctant to change, when it is inconvenient, unsettling or just plain adverse to our own preferences!

I'm not sure if those "good old days" will turn out to be a blessing or a curse. It will definitely have been a curse if this long period of contentment has spoiled us to the point that it has made us stagnant, resistant to any change, averse to any self-evaluation, criticisms or the acceptance and implementation of new ideas!

I realize that these times in our profession can easily be viewed as being very negative, perplexing and even troubling. However, this is not the time to pull back or put our heads

**Our strength as an association is only as strong as the commitment, dedication and participation of our members.**

in the sand and hope everything turns out alright. Only to complain after the fact because we let others make the decisions we refused to make! We should not be apprehensive about reinventing ourselves to meet the needs of our changing profession; other professions have been doing it for years!

As we go, so goes our Association! The same issues that we all face independently also apply to VFDA. Our strength as an association is only as strong as the commitment, dedication and participation of our members. We all need to step-up, evaluate ourselves, not only as an association but also as individual association members. To be reminded that our association is not just a vehicle that provides services but more importantly is a vehicle that provides a forum that allows us all to come together, as professionals, to solve problems, overcome challenges, share innovative ideas, analyze legislative issues and to take an active part in shaping and molding the future of our profession! Dealing with these kinds of challenges will be a growing and large ongoing part of our profession in the future, it is our responsibility and our obligation and I ask you...who is better suited for this task than us?

I believe the overriding benefit that VFDA offers us all, whether you're from a large firm or small, is that it provides us the ability to accomplish together, what we can't accomplish alone. That one benefit alone, especially in these times, is more important than ever!

Don't just be a member, be an ACTIVE member!  
We need you...join us!

Looking forward to seeing you all!

Respectfully,  
**Robert "Bob" Oman**

## Great Things Are Still Ahead

**H**ow quickly a year has gone by and what great things the Virginia Funeral Directors Association continues to accomplish in its 125 years of service to this great profession. It is hard to believe that I am coming up on my 6 year anniversary as executive director of the VFDA and what great things are still ahead. A special thank you to Mike and Debbie Smith for their hard work and dedication to the association this past year.

### Advancements & Accomplishments

As I sit here and write to you today, I reflect on our past Virginia General Assembly session and how we are growing leaps and bounds in the area. The legislators are beginning to recognize our presence and we are opening those doors of communication. We added a few features this year during session, with weekly electronic updates, legislative alerts and bill tracking sheets. These items are fairly new to the association and we are looking at ways to enhance those communication pieces to make it easier for you the members to get involved. And I am happy to report that Governor McDonnell signed HB 1796 Death certificate; timely return to funeral director bill.

### Convention 2013

As you will see in this issue of the Bulletin, we have a fun-filled family oriented convention planned for you and your family in July. Since there are so many events happening at this year's convention, we have outlined events in this issue of the Bulletin as well as highlights on our website at [www.vfda.net](http://www.vfda.net) under the convention tab. We are excited to invite local legislators, attorney generals and state representatives to this year's convention. This is a great opportunity for you to meet Virginia's decision-makers and enjoy beautiful Virginia Beach. This is also a great time for students to get involved. To do that we have opened Tuesday of our convention up to students in a mortuary science program to come and experience our exhibit hall, continuing education class and have lunch with a funeral service professional for a nominal fee. We will also have our 1st Annual VFDA Foundation Silent Auction. Door prizes and giveaways will be held throughout the event. You are in for a real treat as we celebrate the STARS for the Virginia Funeral Directors Association.



### Continuing Education

We have concluded our traveling continuing education caravans for the year. We are meeting with Lisa Hahn and Lynne Helmick with the Virginia Board of Funeral Directors and Embalmers to discuss our future continuing education programs and ways to bring those programs to you without having to spend a day or two away from your funeral home. We want to help you make the continuing education requirements with less stress. Your professional development committee will be redesigning the traveling caravan and bringing fresh programs to you during the 2013-14 caravan.

It has been a great pleasure to travel around the state this year to our districts. As part of the association's continued effort to keep the lines of communication open between the state association and officers of the districts, we have been holding 30 minute conference calls with all officers of the districts to discuss hot topics, issues facing your district and ways the association can help. Four out of the six associations have participated and we will continue these monthly meetings throughout the year. The Association has distributed to all district presidents a complimentary book of "Roberts Rules" and a VFDA guide on "How to Run an Effective Meeting". Many districts requested these resources and the association was more than happy to help. If there are other resources that you find would be helpful, please contact the VFDA office. Also, remember that the VFDA website has a resource guide tab that you may find beneficial if you are in need of forms or resource materials. If there are items you do not see on there that you would find beneficial; please contact us.

I look forward to working with Bob and Cindy Oman this coming year and look forward to the great changes and the forward thinking that is to come. Throughout the year, we are going to ask you for your opinions and input. This is your association and we want to give you meaningful benefits and programs that you cannot get anywhere else. I look forward to seeing you and your families at the beach.

Sincerely,

*Joey Whitaker*



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**"Congratulations to Bob Oman on the election  
and to the Virginia Funeral Directors Association on 125 years of success!"**



## Expanding Cremation Services: NFDA Hires Mike Nicodemus of Virginia Beach

The National Funeral Directors Association (NFDA) announced today that it is expanding the cremation-related tools and resources it currently offers and that it has hired Mike Nicodemus, noted cremation expert from Hollomon-Brown Funeral Home & Crematory in Virginia Beach, VA., to lead this effort. Nicodemus will be joining the NFDA staff July 8, 2013.

“Our members appreciate all that NFDA offers in the area of cremation. However, as the cremation rate continues to grow and the needs of families that choose cremation evolve, it is important that we anticipate our members’ future needs,” said NFDA President Bob Rosson. “I am personally looking forward to learning all that I can from Mike about how I can better meet the needs of families in my community that choose cremation now and in the future.”

Among his other duties, Nicodemus will help develop cremation-related continuing education programs, staff a free hotline to answer members’ questions about cremation and offer cremation consulting services to NFDA members.

**“I am personally looking forward to learning all that I can from Mike about how I can better meet the needs of families in my community...”**

**- Bob Rosson, NFDA President**



## Congratulations to Suzanne Stewart

Congratulations to Suzanne Stewart who was inducted into the Tau Rho Chapter of Phi Theta Kappa – Honor Society at John Tyler Community College.

Less than 1% of JTCC students are extended invites to be inducted into this organization.

## Congratulations to Stover Funeral Home & Crematory, Inc.

Congratulations to Stover Funeral Home & Crematory, Inc. of Strasburg for returning their membership survey first and receiving a \$20 visa gift card.

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# Congratulations to Michael Turch

Congratulations to Michael Turch who recently opened the Northern Virginia Burial and Cremation Society, Inc. in Alexandria, Virginia.

“Northern Virginia Burial and Cremation Society provides affordable, comprehensive service for all of your cremation needs. We treat your family as we would want our family to be treated with the utmost respect and dignity.”

To learn more about Michael’s new society, visit [NovaCremate.com](http://NovaCremate.com)

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Email: [info@novacremate.com](mailto:info@novacremate.com)*

The Northern Virginia Cremation Society provides affordable, comprehensive service for all your cremation needs. We treat your family as we would want our family to be treated -- with utmost respect and dignity.

**We Own Our Crematorium**  
We don't accept payments and then outsource the actual cremation to another business. Our certified cremation technicians, who have signed an oath of ethical practice, are present during the entire process. Your loved one never leaves our care until you collect their remains.

**Packages & Assistance**  
We offer affordable packages for direct cremation, cremation with visitation and/or funeral or memorial services. We assist you with filing legally required paperwork for insurance, social security, veterans benefits and other items.

**The Northern Virginia Cremation Society**

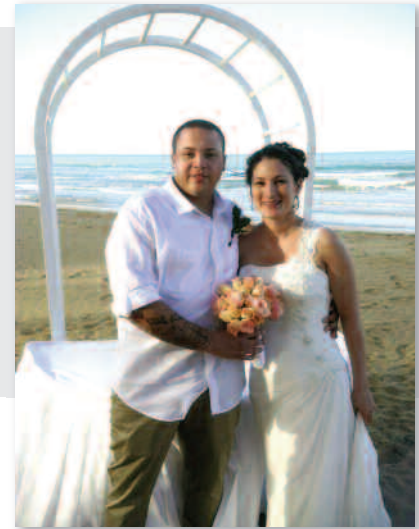
- Decreases the emotional and financial burdens placed upon surviving family members.
- Educates the public about cremation and the wide range of options available.
- Maintains the highest quality standards and ethics in every aspect of our operations.
- Promotes preplanned and pre-funded cremation arrangements, assuring that an individual's legally binding instructions will be followed.

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# Congratulations to Miranda Gomez

Woodlawn Funeral Home, Crematory and Memorial Gardens is pleased to announce the wedding of Funeral Director Miranda Gomez. Miranda married Mr. Josh Carpenter on a sunny and windy day in Puerto Rico on February 16, 2013. Miranda’s sister Melanie was her Matron of Honor and Josh’s father, Jim, was his Best Man. The couple will reside in Virginia Beach. Congratulations Miranda and Josh!



# Update on Victor Connor’s Heart Transplant

The Virginia Funeral Directors Association extends our thoughts and prayers to our member Victor Conner who had a heart transplant in March. Follow Victor’s journey on facebook at Praying and Playing for Victor. We continue to keep Victor, Tillie and Emilee in our prayers. Donations can be made to the Victor Conner Benefit Fund:

Make checks out to: **Victor Conner Benefit Fund**

Mail all contributions to:  
**Franklin Community Bank, 400 Old Franklin Turnpike, Suite 100, Rocky Mount, VA 24151**

If you would like to purchase a PPV decal or T-Shirt, send a message to the Praying and Playing for Victor community on Facebook, or you can contact Vince Conner via Facebook. PPV decals are \$2.00 and PPV T-Shirts are \$12.00. Proceeds go to the Victor Conner Benefit Fund.

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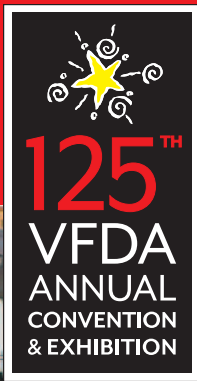
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# CONVENTION

# 2013



We're excited to kick off the 125th Annual VFDA Convention 2013. Review the following pages for registration forms, reminders, a schedule of events, more information about the expo and to learn how you can contribute. Don't forget to pay close attention to the registration and application deadlines!

## Student Registration Form

*You're Invited to the 125th Annual Virginia Funeral Directors Association Convention  
Tuesday, July 9, 8:30 a.m. - 3:30 p.m. • The Cavalier Hotel, 4201 Atlantic Ave, Virginia Beach, VA*

If you are currently enrolled in a mortuary science program you are invited to attend the VFDA convention for the day on Tuesday, July 9th for **\$15 per student**. This will be a great networking opportunity while you visit with exhibitors on the trade show floor, have an opportunity to attend the "Embalming/Restorative Art Technical Program" and ask questions of fellow funeral professionals. A continental breakfast and lunch will be provided.

### SCHEDULE:

- |                                |   |
|--------------------------------|---|
| <b>8:30 - 10:30 a.m.</b>       | Networking Breakfast, Exhibit Floor                 |
| <b>10:30 a.m. - 12:30 p.m.</b> | Embalming/Restorative Art Technical Program         |
| <b>12:30 p.m.</b>              | Lunch with Exhibitors/ Fellow Funeral Professionals |

Name: _____	Phone: _____
Address: _____	Email: _____
_____	School Currently Attending: _____

Please pre-register by returning your form and payment to: **VFDA, P.O. Box 395, Hanover, Virginia 23069**



# Firm Member Registration Form



125<sup>th</sup> VFDA Annual Convention & Exhibition • July 7-9, 2013 • Virginia Beach, Virginia

All participants (including spouses, children, & guest) must wear name badges to all continuing education courses and optional events. All registrants attending the Monday and Tuesday night social events must present tickets at the door before entry.

	Number Attending	Cost Per Person	Attendees / Spouses / Guests Name	Total cost
Firm Member (1st person from firm) Shirt size (circle:) S M L XL XXL	1	\$250		\$250
Each additional person from firm Shirt size (circle:) S M L XL XXL		\$150		\$
Spouse/Guest/Children		Free		Free
VFDA Associate/Individual Member		\$250		\$
VFDA Student Member		\$35		\$
One Day Registration Fee <i>*This does not apply to the Sunday Blitz CE</i>		\$90		\$
<b>ADDITIONAL EVENTS FOR MEMBERS</b>				
Chartered Fishing Trip - <b>Sunday</b>		\$50		\$
Golf Practice Day - <b>Sunday</b>		\$30		\$
Super Sunday Education Blitz - <b>Sunday</b> <i>*Free for VFDA members registered for full convention</i>		\$165		\$
Crematory Operators Roundtable - <b>Sunday</b>		\$20		\$
Networking Breakfast - <b>Monday</b>		Free		Free
Past Presidents Luncheon - <b>Monday</b> <i>*Past VFDA Presidents Only</i>		Free		Free
Installation of Officers & "Evening with the Stars" Inaugural Awards Banquet - <b>Monday</b>		\$65		\$
Children's Menu - <b>Monday</b> <i>Chicken Fingers, French Fries, Mac-n-Cheese, Soda/Juice</i>		\$12		\$
Kids Movie Party - <b>Monday</b>		Free		Free
"Cheers to the Years" Alumni Reunion - <b>Monday</b> Mortuary Services Program School Attended: _____ Year Graduated: _____		\$10		\$
Networking Breakfast with Exhibitors - <b>Tuesday</b> <i>Continental Breakfast on Exhibit Floor</i>		Free		Free
"Flowers & Tea Brunch" Spouses Outing - <b>Tuesday</b>		Free		Free
"Cheers to the VFDA" Social - <b>Tuesday</b>		\$55		\$
Children's Menu - <b>Tuesday</b> <i>Hot Dogs, French Fries, Mac-n-Cheese, Soda/Juice</i>		\$12		\$
Golf Outing - <b>Wednesday</b>		\$200 per team / \$50 per person		\$

**ONLY MEMBERS WITH THEIR 2013 DUES PAID ARE ELIGIBLE FOR THE VFDA MEMBER RATE**

**GRAND TOTAL** \$

Firm Name: \_\_\_\_\_  VISA  MasterCard  AMEX Expires: \_\_\_\_\_  
 Address: \_\_\_\_\_ Card #: \_\_\_\_\_ 3 or 4 digit code: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Name on Card: \_\_\_\_\_  
 Email: \_\_\_\_\_ Signature: \_\_\_\_\_  
 Emergency Contact Name: \_\_\_\_\_ Emergency Contact Number: \_\_\_\_\_

*Registration must accompany payment. Fax or mail this form and send payment to:  
 VFDA, PO Box 395, Hanover, VA 23069 • Phone: (804) 264-0505 • Fax: (804) 264-3260 • www.vfda.net*

**Cancellation Policy:** Full registration refunds will be given provided cancellation is received in writing via e-mail, mail or fax by June 24, 2013. After that date, 50% registration refunds will be given providing cancellation is received in writing via e-mail, mail or fax.

# Firm Non-Member Registration Form

125<sup>th</sup> VFDA Annual Convention & Exhibition • July 7-9, 2013 • Virginia Beach, Virginia

All participants (including spouses, children, & guest) must wear name badges to all continuing education courses and optional events. All registrants attending the Monday and Tuesday night social events must present tickets at the door before entry.



	Number Attending	Cost Per Person	Attendees / Spouses / Guests Name	Total cost
Non-Member (1st person from firm) Shirt size (circle:) S M L XL XXL	1	500		\$500
Each additional person from firm Shirt size (circle:) S M L XL XXL		\$300		\$
Spouse/Guest/Children		Free		Free
VFDA Associate/Individual Member		\$500		\$
VFDA Student Member		\$70		\$
One Day Registration Fee <i>*This does not apply to the Sunday Blitz CE</i>		\$180		\$
<b>ADDITIONAL EVENTS FOR MEMBERS</b>				
Chartered Fishing Trip - <b>Sunday</b>		\$100		\$
Golf Practice Day - <b>Sunday</b>		\$60		\$
Super Sunday Education Blitz - <b>Sunday</b> <i>*Free if registered for full convention</i>		\$225		\$
Crematory Operators Roundtable - <b>Sunday</b>		\$40		\$
Networking Breakfast - <b>Monday</b>		Free		Free
Past Presidents Luncheon - <b>Monday</b> <i>*Past VFDA Presidents Only</i>		Free		Free
Installation of Officers & "Evening with the Stars" Inaugural Awards Banquet - <b>Monday</b>		\$130		\$
Children's Menu - <b>Monday</b> <i>Chicken Fingers, French Fries, Mac-n-Cheese, Soda/Juice</i>		\$24		\$
Kids Movie Party - <b>Monday</b>		Free		Free
"Cheers to the Years" Alumni Reunion - <b>Monday</b> Mortuary Services Program School Attended: _____ Year Graduated: _____		\$20		\$
Networking Breakfast with Exhibitors - <b>Tuesday</b> <i>Continental Breakfast on Exhibit Floor</i>		Free		Free
"Flowers & Tea Brunch" Spouses Outing - <b>Tuesday</b>		Free		Free
"Cheers to the VFDA" Social - <b>Tuesday</b>		\$110		\$
Children's Menu - <b>Tuesday</b> <i>Hot Dogs, French Fries, Mac-n-Cheese, Soda/Juice</i>		\$24		\$
Golf Outing - <b>Wednesday</b>		\$400	per team / \$100 per person	\$
<b>GRAND TOTAL</b>				<b>\$</b>

Firm Name: \_\_\_\_\_  VISA  MasterCard  AMEX Expires: \_\_\_\_\_  
 Address: \_\_\_\_\_ Card #: \_\_\_\_\_ 3 or 4 digit code: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Name on Card: \_\_\_\_\_  
 Email: \_\_\_\_\_ Signature: \_\_\_\_\_  
 Emergency Contact Name: \_\_\_\_\_ Emergency Contact Number: \_\_\_\_\_

*Registration must accompany payment. Fax or mail this form and send payment to:  
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**Cancellation Policy:** Full registration refunds will be given provided cancellation is received in writing via e-mail, mail or fax by June 24, 2013. After that date, 50% registration refunds will be given providing cancellation is received in writing via e-mail, mail or fax.





# 125<sup>th</sup> Annual Convention



July 7-9, 2013 • Virginia Beach, Virginia

*Celebrating 125 Years of Funeral Services in the Community*

## SCHEDULE OF EVENTS

*(subject to change)*

### Sunday, July 7th

- 8:00 a.m. - Noon Chartered Fishing Trip (optional, pre-register), Virginia Beach Fishing Center, 200 Winston-Salem Ave.
- 9:00 a.m. Golf Practice Day
- 9:00 a.m.-2:00 p.m. **Super Sunday Education Blitz**, (5.0 hrs.) (\$165 for VFDA members not registered for the full convention & \$225 for non-VFDA members who are not registered for the full convention, lunch included.)  
\*Must pre-register to attend.\*
- Noon - 3:00 p.m. Registration Open
- 2:00 - 3:00 p.m. **Crematory Operators Roundtable** (no CE, optional, pre-register, \$20 per person)
- 3:00 - 4:30 p.m. **VFDA Board of Directors Meeting**
- 5:00 p.m. Service of Remembrance Choir Practice, Orions, 11th Floor
- 6:30 p.m. Happy Hour with the VFDA Board of Directors, Poolside

### Monday, July 8th

- 6:30 - 7:30 a.m. Sunrise Yoga (no registration required, bring a yoga mat) Instructor Judy Finch
- 7:00 a.m. Service of Remembrance Choir Practice, Orions, 11th Floor
- 7:00 - 8:00 a.m. Networking Breakfast
- 8:00 a.m. - 4:00 p.m. Registration Open
- 8:15 - 9:30 a.m. **Annual Business Meeting**
- 9:30 -10:30 a.m. Networking Coffee Break
- 9:45 a.m. Service of Remembrance Choir Practice, Orions, 11th Floor
- 11:00 a.m.-Noon **Service of Remembrance**  
Service of Remembrance Reception (Immediately Following)
- 12:30 - 4:00 p.m. Exhibitor Set-up/Lunch for Exhibitors
- 12:30 p.m. Past Presidents Luncheon (Past Presidents Only)

- 1:30 - 3:30 p.m. **Cutting Through the Hype: Social Media is Worthless...**, Ryan Thogmartin
- 3:30 - 4:30 p.m. Shagging Lessons (no registration required)
- 5:00 - 7:00 p.m. Ribbon Cutting/Exhibits Open/Door Prizes  
Silent Auction Preview to benefit the Virginia Funeral Directors Association Foundation
- 7:00 - 10:00 p.m. **Installation of Officers & "Evening with the Stars" Inaugural Awards Banquet**, Grand Ballroom, Cavalier on the Hill  
Kids Movie Party (after dinner and during installation of officers & awards)
- 10:15 p.m. - Until "Cheers to the Years" Alumni Reunion (\$10 per person)

### Tuesday, July 9th

- 7:15 - 8:15 a.m. Virginia Funeral Supplies Sales Association Meeting
- 8:30 - 10:30 a.m. Networking Breakfast with Exhibitors/Door Prizes, Exhibit Floor  
Silent Auction Open to benefit the Virginia Funeral Directors Association Foundation
- 9:00 a.m. - 2:00 p.m. Registration Open
- 9:00 - 11:00 a.m. "Flowers & Tea Brunch" Spouses Outing
- 10:30 a.m. - 12:30 p.m. **Embalming/Restorative Art Technical Program**, Patty Hutcheson
- 12:30 - 3:30 p.m. Exhibit Hall Opens/Lunch with Exhibitors/Door Prizes, Exhibit Floor  
Silent Auction Open to benefit the Virginia Funeral Directors Association Foundation
- 3:30 p.m. Exhibits/Silent Auction Close
- 3:30 - 5:30 p.m. Sand Sculpting Demonstrations (no registration required)
- 7:00 p.m. - Until **"Cheers to the VFDA" Social**, Beach Club (weather permitting)  
Entertainment by The Rhondels

### Wednesday, July 10th

- 9:00 a.m. Golf Outing

# Convention Expo Schedule & Hours

*The expo will be open the following hours during the convention. Plan plenty of time to browse and enjoy the information and products that will be available.*

## Monday, July 8th

5:00 - 7:00 p.m. Ribbon Cutting/Exhibits Open/  
Door Prizes  
Silent Auction Preview

## Tuesday, July 9th

8:30 - 10:30 a.m. Networking Breakfast with  
Exhibitors/Door Prizes  
Silent Auction Opens

12:30 - 3:30 p.m. Exhibit Hall Opens/Lunch with  
Exhibitors/Door Prizes  
Silent Auction Opens  
Exhibits/Silent Auction Close

The Trade Show Hall is located in the Beach Club at The Cavalier Hotel, 4201 Atlantic Avenue, Virginia Beach

## Hotel & Room Reservation

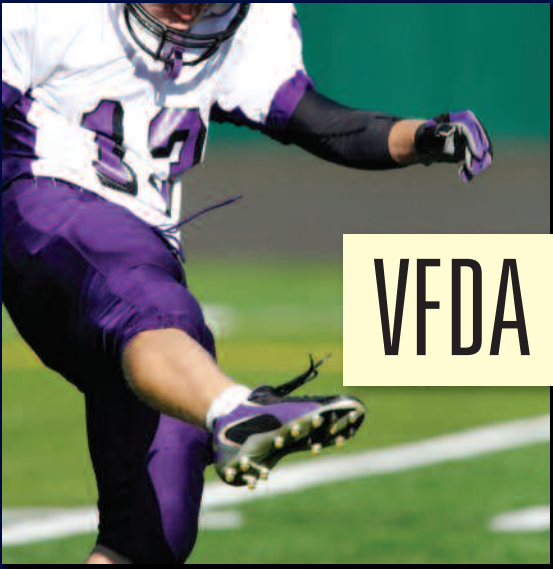


The Cavalier Oceanfront towers above the sands and beach umbrellas of Virginia Beach. Guests enjoy Oceanview and Oceanfront guest rooms, both of which provide luxurious amenities and view balconies. An extensive range of amenities are available year-round, with additional amenities during the high summer season.

**What:** The Cavalier Hotel  
**Where:** 4201 Atlantic Avenue Virginia Beach, Virginia  
**Cost:** \$165 - \$225 depending on room type (*special VFDA block room rate*)  
**Reserve by:** Friday, June 7, 2013

To make room reservations, call (800) 446-8199 or visit <https://reservations.ihotelier.com/crs/>





*Sunday, July 7, 2013*

# VFDA Super Sunday Education Blitz

- 9:00 - 10:00 a.m. Cremation Laws, Mike Nicodemus
- 10:00 - 11:00 a.m. Ethics, Rick Sikon
- 11:00 a.m. - Noon OSHA Labeling & MSDS Standards, Paul Harris, Regulatory Support Services
- Noon - 1:00 p.m. Working Lunch with Virginia Laws and Regulations, Lynne Helmick
- 1:00 - 2:00 p.m. Preneed Recap, Richard Brockwell

## Super Sunday Education Blitz Registration:

**\$165** for VFDA Members who are only attending the Super Sunday Education Blitz.  
**\$225** for non VFDA members who are only attending the Super Sunday Education Blitz.  
**FREE** to VFDA members who are registered for the full convention registration fee of \$250.  
**FREE** to non VFDA members who are registered for the full convention registration fee of \$500.

Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Emergency Contact Name: \_\_\_\_\_

Emergency Contact Phone: \_\_\_\_\_

**Method of Payment**

VISA     MasterCard     AMEX     Discover

Name on Card: \_\_\_\_\_

Card#: \_\_\_\_\_

3 or 4 digit code: \_\_\_\_\_ Expires: \_\_\_\_\_

Signature: \_\_\_\_\_

*VFDA members and non members please mail or fax your registration today!*  
 VFDA, PO Box 395, Hanover, VA 23069 • Phone: (804) 264-0505 • Fax: (804) 264-3260 • [snuckols@vfda.net](mailto:snuckols@vfda.net)

# What Should You **Pack** for the Convention?

*Double check for these items while packing your suitcase! Some of the convention events require special attire and/or equipment. Please review the list of events below to make sure you're prepared for a memorable experience!*

## **Sunday, July 7th**

All meetings and continuing education courses are business casual.

- **Chartered Fishing Trip:** Casual attire; hats, sunglasses, sunscreen. Fishing equipment and bait provided.
- **Golf Practice:** Golf attire; collared shirts, mid-thigh length shorts, hats, sunglasses, sunscreen and golf clubs.
- **Happy Hour with the Board of Directors:** Business casual (men slacks, shorts, polo or button down shirts; ladies slacks/capri pants, shorts, blouses/sweaters)



## **Monday, July 8th**

All meetings and continuing education courses are business casual.

- **Annual Business Meeting:** Business casual
- **Service of Remembrance:** Business attire; men suit and tie; ladies suit, dress, skirt
- **Past President Luncheon:** Business casual
- **Exhibits Opening:** Business casual
- **Inaugural Awards Banquet:** Semi formal; men dark suits; ladies cocktail dresses, suits, skirt
- **Alumni Reunion:** Business casual or semi formal



## **Tuesday, July 9th**

All meetings and continuing education courses are business casual.

- **Spouses Outing:** Business casual; ladies dress, suit, skirt (wear your favorite hat)
- **Closing Social:** Business casual (men slacks, shorts, polo or button down shirts; ladies slacks/capri pants, shorts, blouses/sweaters)





# For Kids



*Convention is a family affair. Be sure to check out the fantastic amenities at the Cavalier hotel and visit the local sites. Here's a list of nearby family-friendly places and activities to enjoy: (There will be a kid's movie night during the Awards ceremony Monday night following the banquet.)*

## At the Cavalier Hotel

Children's activities are available Memorial Day through Labor Day only.

- **Children's wading pool** – located at the Oceanfront Cavalier
- **Children's playground** – located at the Oceanfront Cavalier
- **Camp Cavalier** – Daily children's activity program for ages 4 to 12
- **Babysitting services** (available year round)
- **Kids Café** – dining experience for ages 4 to 12, includes entertainment

## Local Places to Play

- **First Landing State Park** – Boating, swimming, nature and history programs, hiking, biking, camping, picnicking and a boat launch.
- **Mount Trashmore Park** – Home to Kids Cove playground, skate ramps, fit-ness trail and water wise gardens.
- **The Boardwalk** – Perfect for biking and rollerblading. Enjoy outdoor cafes and nautical sculptures along the way.
- **Virginia Aquarium & Marine Science Center** – 700,000 gallons of aquariums, live animal habitats, more than 300 hands-on exhibits, a nature trail, and IMAX.

## Rainy Day Activities

- **Lynnhaven Mall**
- **Young Chefs Academy**
- **Contemporary Art Center of Virginia**
- **Laser Quest**
- **Virginia Beach Rock Gym**



Contemporary Art Center of Virginia

Young Chefs Academy

# Don't Forget to **Make Your Nominations** for the Awards Banquet!

*Monday, July 8th, convention attendees will have the opportunity to attend the VFDA "Evening with the Stars" Inaugural Awards Banquet*

The purpose of the VFDA Awards Program is to recognize those who perform above and beyond the call of professional duty. The VFDA wants to identify these individuals, to honor them publicly and to express appreciation and gratitude for their exemplary efforts. To nominate qualified professionals for either Funeral Director of the Year or the Golden Licensee Award, fill out the following forms.



**All entries are due by June 15, 2013**

## Golden Licensee Award Nomination Form

The VFDA 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.

*I hereby certify that the person listed below to the best of my knowledge is eligible to receive the Virginia Funeral Directors Association, Inc. – Golden Licensee Award:*

**Please check one:**

50 years     55 years     60 years     65 years     70 years     75 or more

Name of Golden Licensee: \_\_\_\_\_

Date of Licensure: \_\_\_\_\_ School Attended: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ Nominated by (Name): \_\_\_\_\_

Number of Guest(s) Attending Awards Ceremony: \_\_\_\_\_

**Return form to: VFDA, P.O. Box 395, Hanover, VA 23069 • **Deadline to receive nominations is June 15, 2013****



# Funeral Director of the Year Nomination Form

A special award bestowed upon a VFDA 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 licensee who has



served within the Virginia Funeral Directors Association, 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 has not received the award in the past 10 years.

**Name of Nominee:** \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Number of Guest(s) Attending Awards Ceremony: \_\_\_\_\_

## Achievements and Contributions:

**A. Spirit of Service: (20%)** Faithfulness to principles of service, funeral law and regulations and the Code of Ethics. Efforts to encourage good practice among other funeral directors, other members of the profession, time spent with the press and the general public, explaining all aspects of the Funeral Service Profession. \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**B. Activity in Civic Affairs: (25%)** Local, state and national participation in civic, community service, religious, charitable, volunteer, fraternal, or political groups. \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**C. Activity in District Associations: (20%)** Membership, offices held, seminar activity, special assignments, etc. \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**D. Activity in VFDA: (30%)** Membership, offices held, committee work, seminar activity, special assignments, legislative affairs, convention participation. \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

**E. Activity in NFDA: (5%)** Membership, offices held, committee work, seminar activity, special assignments, legislative affairs, convention participation. \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

## Present Business Affiliation:

Firm: \_\_\_\_\_

Title: \_\_\_\_\_

When Firm Founded: \_\_\_\_\_

How Long Affiliated With Firm: \_\_\_\_\_

Date of Licensure: \_\_\_\_\_

Other Comments: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Nominated by (Name):** \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Return form to: VFDA, P.O. Box 395, Hanover, VA 23069 • Deadline to receive nominations is June 15, 2013**

# Calling All Mentors



## *Professionals Needed to Mentor Students at Convention*

**D**uring the 125th Annual VFDA Convention, students from local colleges who are enrolled in the mortuary science program will join us on Tuesday, July 9th for the day to experience the many offerings the VFDA convention gives.

The association is looking for funeral professionals who are attending the convention to serve as mentors for a few hours on Tuesday. Students will be invited to our networking breakfast in the morning on the exhibit hall, followed by attending the “Embalming/Restorative Art Technical Program” and lunch on the exhibit floor. Volunteers are needed to pair with students who attend. Volunteers are asked to guide students around the exhibit floor, attend the continuing education program and have lunch with a student. Please contact Lacy Whittaker at the VFDA office at (804) 264-0505 or [lwhittaker@vfda.net](mailto:lwhittaker@vfda.net) to volunteer.

## REMINDER: Convention Service of Remembrance **Choir Practice**

**C**alling all singers for the Service of Remembrance on Monday, July 8th during the VFDA 125th Annual Convention. If you would like to sing in this year’s SOR choir, please plan to meet in Orions on the 11th floor of the Cavalier Hotel for choir practice at the times listed below.

**Sunday, July 7, 5:00 p.m.**  
**Monday, July 8, 7:00 a.m.**  
**Monday, July 8, 9:45 a.m.**



## Shenandoah Valley Funeral Director’s Association

**Michael Phelps**

**President**

Phelps Funeral & Cremation Service

**Brandon Cash**

**Vice-President**

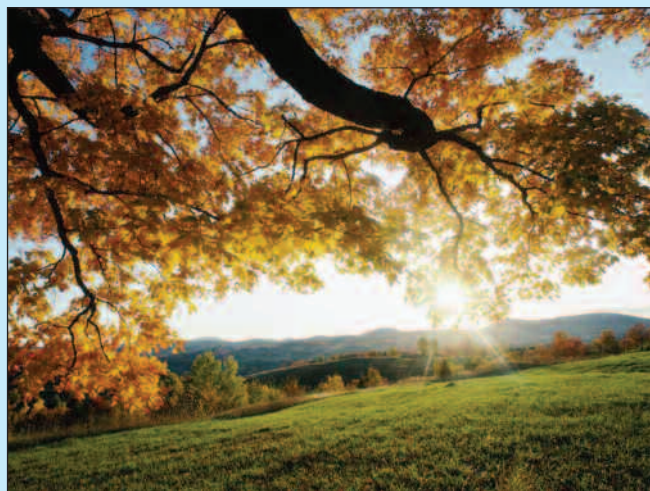
Bolling, Grose & Lotts Funeral Service

**Charlie Rimel**

**Secretary/Treasurer**

Henry Funeral Home

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



*Shenandoah Valley*

*Installation – May*



# 2013-2014 BALLOT

Please check or write in one candidate for Second Vice President.

## Second Vice President

- Larry Joines, Bassett Funeral Service
- \_\_\_\_\_



Please check *two* candidates for a one (1) year term.

## 1 Year At-Large Directors

- Haile "Butch" Gatewood, Jr., Norris Funeral Service & Crematory, Inc.
- Marty White, Stover Funeral Home & Crematory, Inc.
- Paul Hazelgrove, Dignity Memorial
- Clint Oxendine, Mountcastle-Turch Funeral Home & Crematory, Inc.
- J. Tolleison Morriss, VI, J.T. Morriss & Son, Inc.

Funeral Home Name: \_\_\_\_\_

Please mail completed ballots for **Second Vice President** and **1-Year at Large Directors** to:  
VFDA, P.O. Box 395, Hanover, VA 23069 • **Deadline is June 15, 2013**

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# Featured **Events** at Convention

Here are some of the details of the many exciting activities we have planned for the 125th Annual VFDA Convention. For complete information on each of the events and to see which events require pre-registration, visit <http://www.vfda.net/category/convention>

## SUNDAY JULY 7

### Golf Practice Day

Meet at 9:00 a.m. at Hell's Point Golf Club. The charge is \$30 per person. Individuals will be responsible for their own lunch. *(Dress code: shoes with metal spikes are prohibited. Men must wear collared shirts. Shorts must be at least mid-thigh in length. No blue jeans or tank tops of any kind will be permitted.)*

### Chartered Fishing Trip

Come enjoy the sea breeze and join in the fishing fun on our chartered fishing trip from 8:00 a.m. - 12:00 p.m. We will meet at 7:50 a.m. at the Virginia Beach Fishing Center (6 minute drive from the Cavalier Hotel). The charge is \$50 per person. Sodas and lunch will be provided. Please bring any additional snacks items. **You must pre-register for this event on your convention registration form.**

### Crematory Operators Roundtable

Join Mike Nicodemus, Past President of the Cremation Association of North America as he facilitates the crematory operators roundtable discussion. Event will be held from 2:00 - 3:00 p.m. at the Cavalier Hotel in Virginia Beach.

### Cocktails with President Michael Smith

Help kick-off the 125th Annual VFDA Convention with a "Cocktail Reception with President Michael Smith" given by the Tidewater Funeral Directors Association. Socialize poolside while enjoying hors d'oeuvres and a cocktail. 6:30 - 7:30 p.m. poolside at the Cavalier Hotel. *Dress code for the event is casual.*



## MONDAY JULY 8

### Sunrise Yoga With Judy Finch

Start your day out with relaxing yoga on the beach! Meet between the pool and beach area at 6:30 a.m. and bring a yoga mat (a limited number will be available).

### Silent Auction

A silent auction will be held from 5:00 - 7:00 p.m. and Tuesday, July 9th from 12:30 - 3:30 p.m. Shop, enjoy and place your bid on fantastic items such as: tickets to events, jewelry, autographed sports items, themed gift baskets, hotel stays, gift certificates, and so much more...

Proceeds will benefit the Virginia Funeral Directors Association Foundation. Donations are tax-deductible as a contribution to a charitable organization.

### Let's Dance!

Put on your dancing shoes and join us for an hour of shagging lessons between events at the 125th Annual Convention. 3:30 - 4:30 p.m. Lessons given by Dance Sport Ballroom.

### Say Cheese...

Karie Sofie Photography will be on the exhibit floor Monday evening to take individual and family photos. Make sure you visit the VFDA Photo Booth on the exhibit floor Monday evening. A full online gallery of all edited shots will be available for a la carte purchases. Order forms will be available in the photo booth and your convention packets for those who would like to purchase photos at the photo booth. Cash, credit cards only (no checks or AMEX accepted). [www.kariesofiephotography.smugmug.com](http://www.kariesofiephotography.smugmug.com)

### Monday Night Social: "Evening with the Stars"

Join us for the Installation of Officers and Inaugural Awards Banquet tonight from 7:00 - 10:00 p.m.

We will celebrate the "STARS" of the Virginia Funeral Directors Association. The Association will recognize



members and guests who have gone above and beyond in the funeral service profession, and also conduct the installation of the VFDA Board of Directors and The Foundation Board of Trustees. Entertainment for children will be provided during the awards ceremony.  
*Ticketed event; Semi-formal dress.*



### Cooking Demonstration & Cookie Decorating

Bring the whole family as you take a break from the sun and sand to enjoy a cooking demonstration and cookie decorating. The Cavalier Hotel's top chef will entertain the adults while the kids enjoy decorating sand castle cookies.

Please contact the VFDA if any family members suffer from food allergies. Event will be held from 3:30 - 5:30 pm.

### Save the Date – 2013 Funeral Service Alumni Reunion

Following Monday Night's Awards Banquet, Alumni from the following schools are invited to attend the 2013 Funeral Service Alumni Reunion at 10:15 p.m.:

- John Tyler Community College
- Tidewater Community College
- Fayetteville Technical Institute
- Gupton-Jones College
- Mid-America College of Funeral Service
- Dallas Institute of Funeral Service
- John A. Gupton, Cincinnati College of Mortuary Science
- Worsham College of Mortuary Science.

For those attending the conference, there will be an additional \$10 charge to attend the Alumni Reunion. Join us for a night of memories and fun!

### "Cheers to the Years Social"

Social starts at 7:00 p.m. Come celebrate the VFDA at our closing social event featuring the Rhondels. Enjoy a buffet dinner, dancing, activities for the kids and a champagne toast to close out the night. **Must pre-register.**

## WEDNESDAY JULY 10

### Golf Outing

Meet us for a golf outing at 9:00 a.m. at Hell's Point Golf Club. Lunch will be provided. \$50 per guest. *(Dress code: shoes with metal spikes are prohibited. Men must wear collared shirts. Shorts must be at least mid-thigh in length. No blue jeans or tank tops of any kind will be permitted.)*

## TUESDAY JULY 9

### Flowers & Tea Brunch

VFDA Spouses Outing will be held from 9:00 - 11:00 a.m. Join First Lady, Debbie Smith for a "Flowers & Tea" Brunch at the Cavalier on the Hill. Dress in your summer best and enjoy a wonderful brunch with mimosas prepared by the Cavalier Hotel's top chef. Following brunch enjoy a floral demonstration by local florist Wayne Jones and join in by making your own special floral arrangement that the association will use for Tuesday evening's social event.  
*Space and supplies are limited; please register in advance.*

### Lunch With Exhibitors on Tuesday

Lunch with Exhibitors from 12:30 - 3:30 p.m. on the exhibit floor. This is your last opportunity to visit the exhibit floor before the closing of convention. Take advantage of this opportunity to visit with exhibitors and make final deals while enjoying a quick bite to eat.

### Silent Auction

A silent auction will be held again today from 12:30 - 3:30 p.m. Shop, enjoy and place your bid on fantastic items. Proceeds will benefit the Virginia Funeral Directors Association Foundation. Donations are tax-deductible as a contribution to a charitable organization.

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# Convention **Keynote Speakers**

**Ryan Thogmartin**, is founder and CEO



of two innovative companies. DISRUPT Media, LLC and Connecting Directors, LLC. DISRUPT Media specializes in helping global organizations, small businesses, and Celebrities create strategic approaches to social media and social networking.

**Patrick E. Lynch**, is a past president of



the National Funeral Directors Association (NFDA). Lynch is owner and operator of Lynch & Sons Funeral Directors of Clawson, Mich., one of seven Lynch family-owned firms in the suburban Detroit area. On a national level, Lynch has served as an at-large representative, secretary, treasurer, president-elect and president on NFDA's Executive Board. For more than 35 years, Lynch

has taken on many roles within his national association, including serving on many NFDA committees and work groups.

**Mike Nicodemus**, Vice President of Cremation Services, National Funeral Directors Association, Vice President of Cremation Operations, Hollomon-Brown Funeral Homes, and Nicodemus & Associates, funeral and cremation consulting firm is a licensed



funeral director and vice president of the cremation operations at Hollomon-Brown Funeral Homes, with nine locations in the Tidewater VA, area, averaging a 55 percent cremation rate. It's a position he has held since 1979. He is Past President of the Cremation Association of North America (CANA) and serves as Chairman of their Crematory Operators' Certification Program (COCP). He serves as a board member of the Pittsburgh Institute of Mortuary Science. He has been a featured speaker at state and national

conventions and is the author of the *Cremation Operators' Manual* published by Kates-Boylston. Mike has been featured or quoted in various articles on cremation from *USA Today*, *ABC News*, *CNNMoney.com*, *NY Times*, and *Newsweek* to name a few, and has been retained as an expert witness in numerous funeral home and crematory litigation issues.

**Richard W. Brockwell, Jr.**, Since



2007 Richard has presented continuing education classes on preneed insurance rules and regulations to funeral directors for the VFDA and numerous public lectures on funeral service, funeral arrangements, preneed options, and end of life issues across the state for funeral homes, senior groups, seminaries, and varied civic groups. Richard remains active in the VFDA and is member of the Southside, Central District, Blue Ridge, Southwest, Shenandoah Valley and Tidewater Funeral

## Blue Ridge Funeral Directors Association

**Dave Vanderpool**

**President**

John M. Oakey & Son - Salem

**Tim Watts**

**Vice President**

Oakey's Funeral Service & Crematory -  
Roanoke

**Jonathan Arritt**

**Secretary/Treasurer**

Arritt Funeral Home, Inc.

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



Roanoke River Gorge, VA

*Installation - July*



Director Associations, is a past president of the Virginia Funeral Sales and Supply Association.

**Lynne Helmick**, works for the Department of Health Professions. She was appointed as the Deputy Executive Director for three health professional boards, including the Board of Funeral Directors and Embalmers, on October 4, 2010. Prior to that, she was a Senior Inspector for the Department of Health Professions for eleven years. Lynne has a Bachelor of Science in Social Work from West Virginia University and a Master of Public Administration from Kent State University.



**Paul Harris** is President and Compliance Director of Regulatory Support Services, Inc., a company founded in 1994 and specializing in regulatory compliance consultation to the death care profession. Prior to joining the company,



was the Executive Director of the North Carolina Board of Funeral Service from 2004 until early 2012. He was also active with the International Conference of Funeral Service Examining Boards and the Association of Executives of Funeral Service Boards. From 1998 until 2003 Paul was a member of the North Carolina Board of Funeral Service. Additionally, he served as the OSHA compliance coordinator for a North Carolina funeral home and has first-hand experience with OSHA inspections.

**Richard R. Sikon**, Operational Director of Virginia State Anatomical Program. Former Associate Professor and Department Chair of the Funeral Service Department and Allied Health Programs at John Tyler Community College. Rick is Per-diem Tissue



Recovery Team Leader and technician for LifeNet Health. He also serves as donor reconstruction and embalming advisor. He is a graduate of John Tyler Community College with an associates degree in Funeral Services. He is a graduate of Virginia Commonwealth University with a

Bachelor of Science Degree and a graduate of the University of Richmond with a Master of Liberal Arts degree. Has over 30 years of experience in the Funeral Service Profession.

**Patty S. Hutcheson, CFSP**, has taught Grief Psychology and Restorative Art for more than 20 years at Gupton-Jones College of Funeral Service in Decatur, Georgia, where she graduated with Michael Smith, VFDA President. She was named



President of the College in 2000. She holds an Associates of Arts Degree from Truett-McConnell College, an Associate of Science Degree from Gupton-Jones College of Funeral Service and a bachelor and masters degree in English from the University of West Georgia. Patty is a Georgia Licensed Funeral Director and Embalmer since 1987, a Certified Funeral Service Practitioner and is Past- President of the American Board of Funeral Service Education. She and her husband, Danny, own Hutcheson's Memorial Chapel and Crematory in Buchanan, Georgia.

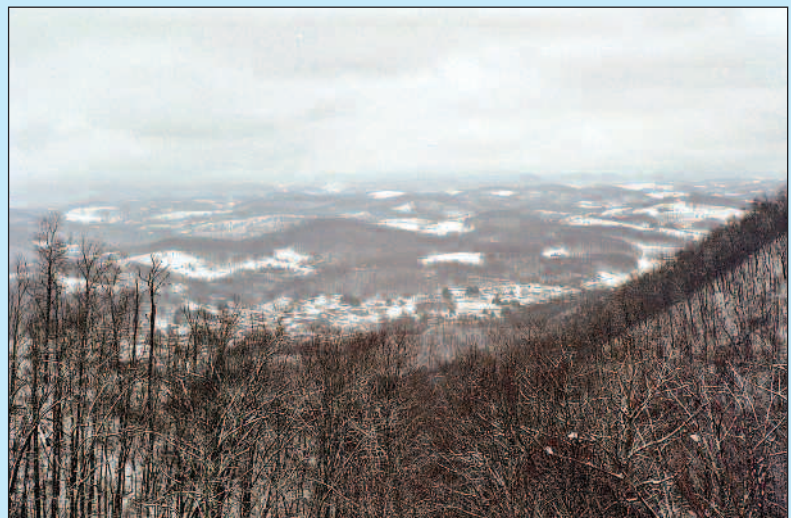
## Southwest Funeral Directors Association

**Matthew Perry, President**  
Frost Funeral Home

**Andrea Horn, Vice President**  
Hurst Scott Funeral Home

**P. Martin Hagy, Secretary/Treasurer**  
Hagy & Fawbush Funeral Home, Inc.

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



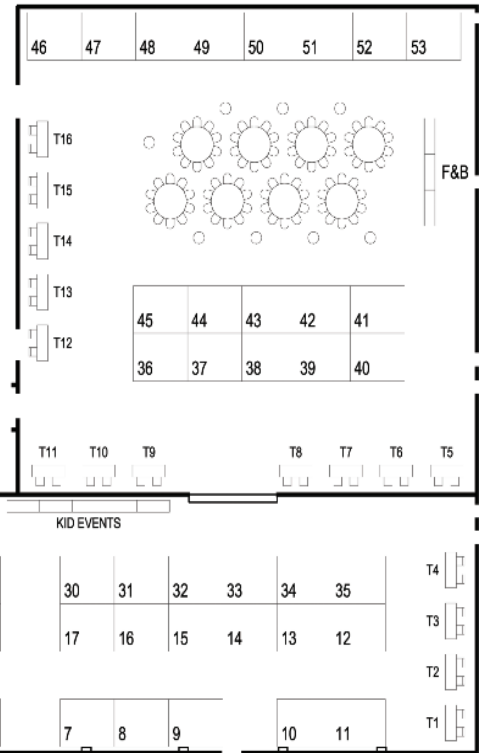
*Installation - June*

Rose Hill, VA

# 2013 Convention Exhibitors *as of May 8*

For more information about the expo, visit:  
[www.vfda.net/convention/convention-2013/](http://www.vfda.net/convention/convention-2013/)

- |   |  |   |
|---|--|---|
| <b>1</b> ASD-Answering Service for Directors      | <b>22</b> H. Mc. Enterprises   | <b>T 2</b> State Anatomical Program                 |
| <b>2</b> Warfield-Rohr Casket Company, Inc.       | <b>23</b> Federated Insurance  | <b>T 3</b> John Tyler Community College             |
| <b>3</b> National Guardian Life Company           | <b>24</b> Collette Vacations   | <b>T 4</b> Tidewater Community College              |
| <b>4</b> LifeNet Health                           | <b>26</b> American Capital Funding, LLC                                  | <b>T 7</b> Pittsburgh Institute of Mortuary Science |
| <b>6</b> Clark Grave Vault                        | <b>29</b> Deaton Kennedy Company   | <b>T 8</b> Richmond Coach and Removal Service       |
| <b>7, 8, 9</b> Batesville                         | <b>31</b> C&L Containers, Inc.   | <b>T 9</b> Crain MM Sales                           |
| <b>11</b> Funeral Service Credit Union            | <b>32</b> Islander Keepsakes   | <b>T 10</b> Attorney General's Office               |
| <b>12, 13</b> The Dodge Company                   | <b>33</b> Bill Black Cadillac  | <b>T 12</b> Integrity Burial Boxes, LTD             |
| <b>14</b> Gupton-Jones College of Funeral Service | <b>34</b> SinoSource   | <b>T 13</b> Preened Funeral Programs                |
| <b>15</b> Pierce Companies                        | <b>35</b> Golden Considerations  |   |
| <b>16</b> Provider/Horizon Trust                  | <b>36</b> Advanced Audio Systems   |   |
| <b>17, 30</b> Triangle Atlantic Casket Company    | <b>37</b> Messenger  |   |
| <b>18</b> Homesteaders Life Company               | <b>38</b> B&L Cremation Systems, Inc.                                    |   |
| <b>19</b> Mortuary Response Solutions             | <b>39</b> Department of Veteran Affairs National Cemetery Administration |   |
| <b>21</b> Bass-Mollett Publishers                 | <b>40</b> Custom Air Trays   |   |
|   | <b>T 1</b> Office of the Chief Medical Examiner                          |   |



## Virginia Funeral Supply Sales Association

**Rick Roberts, President**  
 Roberts & Downey Chapel Equipment

**Sherry Noble, Vice-President**  
 Messenger

**Lori Ann Eanes, Secretary/Treasurer**  
 C & L Containers, Inc.



*Meeting and Installation held in June during annual convention.*



# Convention Entertainment



## “The Rhondels” Encore

**The Rhondels** are one of the best variety groups around! Performing as the Rhondels since 1983, formerly Bill Deal & The Rhondels from the late 70's. They continue to be a symbol of unequalled excellence in the music industry.



**The Rhondels** have performed on stage with acts such as Peebo Bryson, The Eagles, Joe Walsh, Chubby Checker, The Manhattans, Sam & Dave, The Beach Boys, Blood, Sweat & Tears, Jimmy Buffett, The Eurythmics and more. Get ready to enjoy the musical variety and classic

performance of The Rhondels this summer at convention. They put on a fantastic show last year; you don't want to miss it!

“Our entire membership has raved about what a fantastic performance your group puts on!”

- Russel Snyder,  
Landfall Country Club

## Beazley Entertainment to DJ

### About Beazley Entertainment

I love how music helps people relax, or feel energized depending on the event and the atmosphere. With a varied music library, state of the art equipment and boundless energy, I am your DJ choice for any occasion. I have been fortunate to share in many experiences: weddings, birthdays, retirement parties, charity events and my personal favorite The Rivah' Party. It is my pleasure to provide music entertainment at your next event.

- Brad M. Beazley, Beazley Entertainment



# Thank You 2013 Convention Sponsors

(as of April 15, 2013)

**Your generosity has made the 125th Annual VFDA Convention a reality! Thank you!**

Batesville Casket Company  
Bill Black Cadillac  
Brooks Removal Service  
Castle Mortuary Transport  
East Coast Removal Service  
Federated Insurance  
Gallion-Purvis Removal Service, LLC  
Heaven's Coach Service  
Hollomon-Brown Funeral Home & Crematory  
Homesteaders Life Company  
ICCFA  
Metropolitan Funeral Service, Inc./Southside Cremation Services  
Price Removal Service  
Provider Horizon Trust/Chesapeake National Bank  
Richmond Coach & Removal Service S.C.I.  
Sizemore Transportation Service  
Spangler Transport & Removal Service  
Tidewater Funeral Directors Association  
Tri-City Mortuary Service  
VFSSA  
Wilbert Burial Vault Dealers

## Exhibit Booths Are Still Available!

**Interested in reaching out to hundreds of funeral directors across Virginia in just one afternoon?**

**R**eserve your booth space before May 17, 2013. For this year's exhibitor packets, expo hours and floor plan, visit [www.vfda.net/convention/convention-2013/](http://www.vfda.net/convention/convention-2013/)

Questions?  
Contact (804) 264-0505

## Silent Auction at Convention

**O**n July 7-10, 2013, the Virginia Funeral Directors Association Foundation will hold its **1st Annual Virginia Funeral Directors Association Foundation Silent Auction**. The silent auction will take place during the 125th Annual Virginia Funeral Directors Association convention at The Cavalier Hotel in Virginia Beach, Virginia. This year we are committed to making our first silent auction a success, and we're hoping you will help.

Would you and your colleagues be willing to donate your time, products and services of \$50 or more for the silent auction?

We're currently collecting merchandise and services for the auction. If there are items here or otherwise you would like to donate, please contact us at the VFDA office by e-mail to [lwhittaker@vfda.net](mailto:lwhittaker@vfda.net) or phone (804) 264-0505.

**electronics  
sporting goods  
vacations  
golf outings  
jewelry  
gift certificates  
services  
monetary donations**

It's a tax-deductible contribution that will help the Virginia Funeral Directors Association Foundation continue its mission of engaging 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 VFDAF will help to eliminate barriers to opportunities by helping people to reach their fullest potential. You will also gain valuable exposure at our convention. Last year's convention brought in 350 attendees over a 3-day period.



# We Need Your Support!

Help sponsor the convention! All sponsoring companies receive recognition in VFDA publications, signage and your company link on the associations website. Each sponsorship includes two complimentary badges and the sponsoring company may have a representative present at the sponsored activity and also receives a brief introduction at the beginning of the sponsored activity.



DATE	ACTIVITY	SPONSOR
Sunday, July 7	<input type="checkbox"/> Chartered Fishing Trip .....	\$1,750
	<input type="checkbox"/> Golf Outing.....	\$100/hole
	<input type="checkbox"/> Golf Beverage Cart.....	\$500
Monday, July 8	<b>Networking Breakfast .....</b>	<b>\$2,500 (SOLD)</b>
	<input type="checkbox"/> Networking Coffee Break.....	\$500
	<input type="checkbox"/> Entertainment – DJ .....	\$1,000
	<input type="checkbox"/> Kids Social (Movie Night) .....	\$1,000
	<input type="checkbox"/> Open Bar Sponsor .....	\$1,000 - \$2,000
	<input type="checkbox"/> Alumni Reunion.....	\$500
Tuesday, July 9	<b>Networking Breakfast .....</b>	<b>\$1,500 (SOLD)</b>
	<input type="checkbox"/> Networking Lunch with Exhibitors .....	\$2,000
	<b>Closing Social Event .....</b>	<b>\$5,000 (SOLD)</b>
	<input type="checkbox"/> Entertainment – The Rhondels .....	\$1,700
	<input type="checkbox"/> Open Bar Sponsor .....	\$1,000 - \$2,000
Entire Event	<b>Keycard Sponsor .....</b>	<b>\$2,000 (SOLD)</b>
	<i>*The average hotel guest looks at and searches for their guestroom keycard more than 10 times per day. Attendees will carry your logo and information right in their pockets.</i>	
	<b>Lanyards/Name Badge Sponsor .....</b>	<b>\$500 (SOLD)</b>
Convention Supporters	<input type="checkbox"/> Diamond Sponsorship .....	\$10,000
	<input type="checkbox"/> Platinum Sponsorship.....	\$9,999 - \$5,000
	<input type="checkbox"/> Gold Sponsorship .....	\$4,999 - \$1,000
	<input type="checkbox"/> Silver Sponsorship .....	\$999 - \$100

Check which event/level you'd like to sponsor and return completed agreement along with full payment.

Company Name \_\_\_\_\_ Contact Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

Company representative(s) attending Convention: 1. \_\_\_\_\_

2. \_\_\_\_\_ 3. \_\_\_\_\_

Amount: \$ \_\_\_\_\_ Method of Payment:  Check Enclosed (Payable to VFDA)  Visa  Mastercard  AMEX

Card # \_\_\_\_\_ Expires: \_\_\_\_\_ 3-Digit Code \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

**VFDA, P.O. Box 395, Hanover, Virginia 23069 • Phone (804) 264-0505 • Fax (804) 264-3260 THANK YOU!**

# 2013 American Funeral Director of the Year Reminder

**A**merican Funeral Director calls for entries for the 2013 "Funeral Director of the Year." This is separate from the VFDA Funeral Director of the Year (which will be awarded at the Inaugural and Awards Banquet during this year's convention). To nominate someone you know, visit the website below:

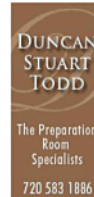
Entry forms are available at [www.katesboylston.com/awards](http://www.katesboylston.com/awards).

**Entry deadline is July 31, 2013.**



Kates-Boylston Publications | Serving Funeral and Cemetery Professionals Since 1877

- Home
- Book Store
- Events
- Industry News
- Webinars
- Resources
- White Papers
- Advertise
- Contact Us



Deadline: July 31, 2013

[Download Entry Form](#)

[Share](#)

### Call for Entries

Funeral professionals are unsung heroes, working tirelessly to provide excellent service to families who need them the most. There are funeral directors who deliver exceptional services, provide community support and are role models for funeral service.

### Do you know one of these death-care professionals?

If so, we are now accepting nominations for American Funeral Director's annual "Funeral Director of the Year" Award.

- [Who Should Enter?](#)
- [Recognition](#)
- [Judging Criteria](#)
- [How to Enter](#)
- [Deadline](#)
- [Previous Winners](#)
- [FAQs](#)
- [Print this Page](#)

[Who Should Enter?](#) [top](#)

## 2013 Past Presidents Council Scholarship Application

**E**ach year, the Past Presidents Council generously rewards scholarships to deserving students who are pursuing funeral services as a profession. To apply, fill out the form at:

[www.vfda.net/wp-content/uploads/2012/09/2013-Past-Presidents-Scholarship.pdf](http://www.vfda.net/wp-content/uploads/2012/09/2013-Past-Presidents-Scholarship.pdf)

**Post mark it no later than June 15, 2013.**



# Northern Virginia Funeral Directors Association

**Robert Gallagher, President**  
Fairfax Memorial Funeral Home

**Bernadette Brusoe, Vice-President**  
Demaine Funeral Home

**LaDonna Vincent,**  
**Secretary/Treasurer**  
National Funeral Home

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



Arlington, VA

*Installation – June*



## Value-Added Benefits With Optima Health Association Plans

If you are a dues-paying member of the Virginia Funeral Directors Association and have between 2 and 99 employees - you are eligible to receive Optima Health value-added\* benefits for your employees and their families.

### What are the value-added benefits?

Groups\*\* receive these value-added benefits at no additional cost to the member when received from an in-network provider\*\*\*:

- Effective January 1, 2011 - \$5 reduction for Primary Care Provider (PCP) and behavioral health copays (Unlimited), offered on all copay Association plans
- \$5 reduction for Specialist visit copays (Unlimited), offered on specific Association plans
- \$50 reduction for Outpatient Surgery copays (Unlimited), offered on specific Association plans
- Three (3) Additional Employee Assistance Program Sessions, offered on all Association plans

### What is the cost?

There are no additional premiums for these value-added benefits. Once your company is insured by Optima Health at the determined premium level, indicate you are a member of the Virginia Funeral Directors Association and these value-added benefits will be included in your plan at no additional premium cost.

### What if we already offer Optima Health plans?

If you already offer an Optima Health plan, you can add these benefits to your plan at no additional cost. Contact your local agent for more information.

### What if I don't have 2 or more employees and still need coverage?

Optima Health can also meet your unique needs with Optima Individual health plans. To get a free quote, apply online or to get more information, please

[CLICK HERE!](#)

### How do I get more information?

Contact your local agent,

Robert J. Kelly

(804) 931-6646, robert.kelly@hbwinc.com

or

Suzanne Stewart with Optima Health at (804) 901-1082

or visit us at [www.optimahealth.com/associations](http://www.optimahealth.com/associations)

\* Value-added refers to an enhanced benefit design compared to non-Association group plans.

\*\* Groups in the Association program are individually underwritten

\*\*\*Effective October 1, 2010, any new groups and upon each current group's renewal, all Optima Health (Association and non-Association) members will receive their preventive services at 100% (no co-payment, coinsurance, deductible).

**Optima Health is the trade name of Optima Health plan and Optima Health insurance Company.**

**All Optima Health plans have benefit exclusions and limitations and terms under which policy may be continued in force or discontinued. For cost and complete details of coverage please contact Optima Health or log on to [optimahealth.com](http://optimahealth.com)**

## You Automatically Qualify: Funeral Service Credit Union

*Sign up for a membership with FSCU  
and enjoy the benefits!*

**D**o you know that as a member of the VFDA, you automatically qualify for a membership with Funeral Service Credit Union?



FSCU is a state-chartered credit union that was established in 1983. It provides financial services specifically for funeral service professionals, their employees and their immediate family members.

They offer personal and professional automobile loans, secured/unsecured loans and VISA credit cards. They also offer deposit accounts, online banking, Payroll deduction, credit card processing, electronic funds, loan protection insurance and many more services.

For rates and more information, call 866-701-3728.

## Special Thank You's

**T**hank you to our traveling caravan speakers who took time out of their busy schedules to present during the VFDA traveling caravan in 2012 -13. Because of you our traveling continuing education caravans were provided to six associations district locations over the fall of 2012 thru the winter of 2013.

A warm thank you to Darryl Martin, Paul Kennedy and Larry Joines of Bassett Funeral Service for donating an American flag to the Virginia Funeral Directors Association Board of Directors at their April 10th meeting in Chesapeake, Virginia.



## Tidewater Funeral Directors Association

*Est. 1945*

### **Sarae Joyner, President**

Parr Funeral Home & Crematory

### **Christopher Wilson, 1st Vice President**

Hale Funeral Home, Inc.

### **James Quinn, 2nd Vice President**

H. D. Oliver Funeral Apartments

### **Bryan P. Graves, Treasurer**

H.D. Oliver Funeral Apartments

### **Jamie Karpa, Secretary**

R. Hayden Smith Funeral Home

### **Danielle Fitchett, 1st Year Director**

Fitchett Funeral Home, Inc.

### **Patricia Louis, 2nd Year Director**

Sterling Brook Funeral Home & Cremation Services



Norfolk, VA

*Meetings are held on the third Monday of the month except June, July, August & November*

*Holiday Inn Select*

*1570 North Military Highway, Norfolk, Virginia  
(757) 213-2231*



# Contribute to the VFDA Foundation

Your donations to the Virginia Funeral Directors Association Foundation ensures the future of the funeral service profession will continue for years to come. Students will have the opportunities to attend school and pursue their educational studies in the Funeral Service Profession while current licensees across Virginia can continue their leadership development and grow their business through leadership education programs.



To donate to the VFDA Foundation, visit [www.vfda.net/the-foundation](http://www.vfda.net/the-foundation).

## 2013 CALENDAR OF EVENTS



July 7-10, 2013  
**125th Annual VFDA Convention**  
Virginia Beach, VA

July 23, 2013  
**Virginia Board of Funeral Directors and Embalmers Board Meeting**

August 7-10, 2013  
**95th Annual CANA Convention, Hyatt Regency**  
Washington D.C.

October 20-23, 2013  
**National Funeral Directors Association Convention**  
Austin, TX

October 22, 2013  
**Virginia Board of Funeral Directors and Embalmers Board Meeting**

## Central Virginia Funeral Directors Association

**Thomas W. Gale, President**  
Currie Funeral Home, LLC

**Robert Colston, Vice President**  
Woody Funeral Homes

**Rhonda Keys-Pleasants, Secretary/Treasurer**  
Joseph Jenkins Funeral Home

*Meetings are held on the 2nd Tuesday of the month in January, March, May, July, September and November.*



Amelia County, VA

*Installation of officers held in November.*

*Richmond Times~Dispatch  
Hanover Facility  
8460 Times~Dispatch Boulevard  
Mechanicsville, VA 23116*



# In Remembrance

January 11, 2013 - April 15, 2013:

**Hazel S. Nickelston  
Secrist**

January 12, 2013 -  
*Blue Ridge District*

**Warren Allen Leonard**

January 12, 2013 - *VFSSA*

**Herbert Brandford Lucado**

January 30, 2013 -  
*Southside District*

**Bertha Plogger Nicely**

February 10, 2013 -  
*Shenandoah District*

**John Richard  
Mandeville, Sr.**

February 13, 2013 -  
*Shenandoah District*

**Sarah Sarrette Gerring**

February 20, 2013 -  
*Central District*

**Ercelle Boyles Williams**

March 2, 2013 -  
*Southside District*

**Rev. Albert Jackson  
Robertson**

March 6, 2013 -  
*Southside District*

**Helen Taylor Whitaker**

April 9, 2013 -  
*Southwest District*

**Celene Honeycutt  
Gardner Sanders**

April 10, 2013 -  
*Blue Ridge District*

# Welcome New Members



## AFFILIATE MEMBERSHIP:

**American Capital  
Funding, LLC  
Elizabeth Wigley**

**Golden Considerations  
Robert Roe**

**Price Removal Service  
M. Shane Price**

# Southside Funeral Director's Association

**Daryl B. Martin, President**  
Bassett Funeral Service

**Kevin Brown, Vice President**  
Finch & Finch, Inc.

**Les Powell, III, Secretary/Treasurer**  
Powell Funeral Home, Inc.

*Meetings are held quarterly and  
determined by district.*



Martinsville, VA

*\*Roster provided by district and effective March 24, 2011.*





# Workgroups Volunteer Form

Dear VFDA Members,

I am looking forward to becoming your President in July during the 125th Annual Convention in Virginia Beach. I am writing to you today to ask you to serve your association on one of our many important workgroups. I have served on the association's workgroups in the past and understand the importance of being active and supporting the VFDA's mission. Workgroups are one of the most rewarding experiences as you are able to see what your time and efforts help to achieve for your association. I ask each of you to look over the workgroup list and find a place you would like to serve. If you have never served please consider volunteering. You will feel proud to serve not only your association but your chosen profession as an active member of the VFDA. Because of our busy schedules we are initiating a WebEx opportunity for workgroup members to participate in meetings via telephone and computer without leaving your office. Thanks for all you do for your association and please feel to contact me or Lacy Whittaker at the VFDA office (804) 264-0505 if you need help deciding where you would like to serve.

Sincerely, Robert M. "Bob" Oman, President-Elect

Please check the workgroup you are interested in serving on:

- |   |   |
|---|---|
| <input type="checkbox"/> Bylaws & Ethics        | <input type="checkbox"/> Legislative  |
| <input type="checkbox"/> Endorsements           | <input type="checkbox"/> Media Spokesperson   |
| <input type="checkbox"/> Sponsorships           | <input type="checkbox"/> Member Services/Outreach                                   |
| <input type="checkbox"/> Convention             | <input type="checkbox"/> Finance  |
| <input type="checkbox"/> Convention Hospitality | <input type="checkbox"/> Service of Remembrance                                     |
| <input type="checkbox"/> Convention Exhibits    | <input type="checkbox"/> Nominating   |
| <input type="checkbox"/> Convention Credentials | <input type="checkbox"/> Disaster Response  |
| <input type="checkbox"/> Golf Tournament        | <input type="checkbox"/> Professional Development<br>(formerly Education Committee) |

Name \_\_\_\_\_

Funeral Home \_\_\_\_\_

Phone \_\_\_\_\_

E-mail: \_\_\_\_\_

Please review, fill out and return via fax to (804) 264-3260 or e-mail to [lwhittaker@vfda.net](mailto:lwhittaker@vfda.net).

## Advertiser Index

ASD 800-868-9950	37
Batesville Services, Inc. www.batesville.com/lifestories	4
Bill Black Cadillac 800-451-8274	7
Federated Insurance 507-455-5200	11
Heaven's Coach 804-677-7099	9
Lamcraft 800-821-1313	10
NJSFDA www.njsfda.org	39
Optima Health 804-931-6646	33
Phil's Coaches 703-906-4576	8
Provider Horizon Trust 800-248-4188	23
Removal Services of Virginia 804-559-9930	25
Richards Wilbert 800-875-4591	2

## Pinnacle of Excellence

2012 NFDA Innovation Award Winner

- ✓ Funeral Exclusive
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- ✓ Time-Saving, Efficient Solutions
- ✓ Freedom and Peace of Mind

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THE ANSWERING SERVICE IN A CLASS OF ITS OWN

# Advertise with VFDA!

**T**he VFDA is the leading state trade association for the funeral profession. Advertise today in our online membership directory, on our website: [www.vfda.net](http://www.vfda.net), and in our newly updated *Bulletin* magazine! *The Bulletin* is one of our most popular member benefits, reaching over 400 member firms. Don't miss out on these opportunities to reach Virginia's funeral professionals with your product and service messages!

Organization Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

**METHOD OF PAYMENT**                      **Amount Enclosed: \$** \_\_\_\_\_

**Check Enclosed** (payable to VFDA. VFDA Federal Tax ID #54-0419116)

**VISA**     **MasterCard**     **AMEX**    Expires: \_\_\_\_\_

Card#: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

## AD SIZE                                      PRICE

### *Bulletin* only (all 4 issues)

1/4 page ad .....\$500

1/2 page ad .....\$750

full page ad .....\$900

### Online Membership Directory only

1/4 page ad .....\$400

1/2 page ad .....\$600

full page ad .....\$800

### Both Directory & *Bulletin* (all 4 issues)

1/4 page ad .....\$800

1/2 page ad .....\$1200

full page ad .....\$1500

### Website Ads:

#### Contact for website advertising only:

Jon Smith, Display Advertising Manager,  
Multiview

[jsmith@multiview.com](mailto:jsmith@multiview.com)

972.402.7023

## PUBLICATION

## ADS DUE

*The Bulletin Magazine* Jul|Aug|Sep                      7/12/13

*The Bulletin Magazine* Oct|Nov|Dec                      10/11/13

## INSTRUCTIONS:

1. Mail or fax this form with payment information to VFDA, P.O. Box 395, Hanover, VA 23069 or fax to 804-264-3260
2. Email your *Bulletin* ad as a high-resolution .pdf or .jpg file to [lwhittaker@vfda.net](mailto:lwhittaker@vfda.net)



VIRGINIA  
FUNERAL DIRECTORS  
ASSOCIATION

For questions call the  
VFDA office at  
804-264-0505 or  
e-mail [lwhittaker@vfda.net](mailto:lwhittaker@vfda.net).



# 2013 FUNERAL DIRECTORS CONVENTION AND EXPO

*Join us for 3 days of  
networking, exhibits and  
CEU-sponsored programming.*

*Casino room rates begin at  
\$119 a night.*

[www.njsfda.org/convention](http://www.njsfda.org/convention)



**TRUMP TAJ MAHAL**  
ATLANTIC CITY, NEW JERSEY  
TUESDAY, SEPTEMBER 24 –  
THURSDAY, SEPTEMBER 26, 2013



HOSTED BY  
THE NEW JERSEY STATE  
FUNERAL DIRECTORS  
ASSOCIATION, INC.





**VIRGINIA  
FUNERAL DIRECTORS  
ASSOCIATION**

P.O. Box 395  
Hanover, VA 23069



## Reaching Out to the Next Generation of Excellence: *Career Fairs at TCC and JTCC*

Students from Tidewater and John Tyler Community Colleges attended VFDA's Funeral Service Career Fairs on March 14 and March 21 respectively. Students learned about the fascinating areas surrounding the funeral profession. Vendor tables included information on cemeteries, embalming, mock inter-

views, pre-need insurance, removal and transport services, restorative art, information from the Office of the Chief Medical Examiner, the Virginia Board of Funeral Directors and Embalmers, and Life Net Health. Funeral Directors were on hand for students to talk to one-on-one.

"I learned things today that I did not know. This career fair has moved me two steps forward with where I want to go in the future. I am that much closer with the information I learned today. I am more focused now and I am so happy about that!"

*- Pamela S. Carson,  
Career Fair attendee*

