

# THE BULLETIN

APR | MAY | JUN | 2015

## Convention IS AROUND THE CORNER!

President's Message:  
*Stay the Course* pg. 4

Executive Director's Message:  
*Come to Convention!* pg. 5



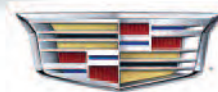
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ASSOCIATION



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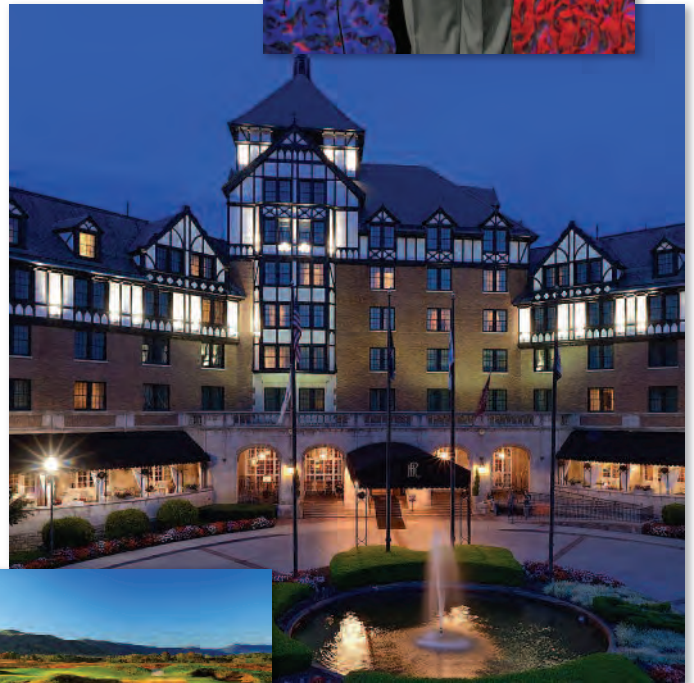
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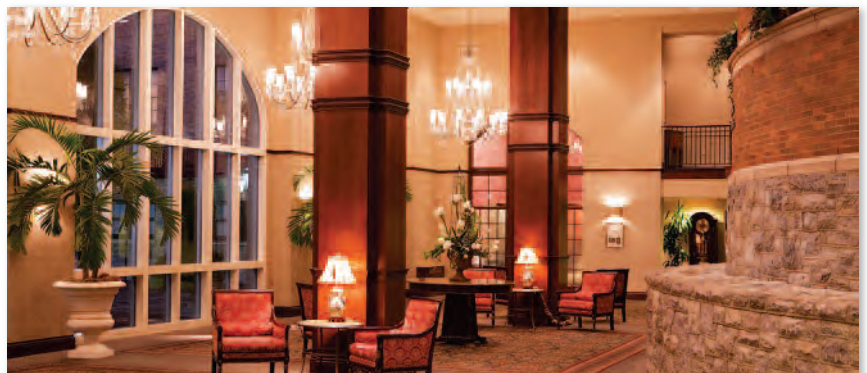
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# Stay the Course

I am approaching the end of my presidency of the Virginia Funeral Directors Association and it seems like yesterday we were gathered in Virginia Beach for our annual convention and I had the privilege to be sworn in as your president. I have traveled many miles this year and plan to travel many more in my quest of visiting all VFDA member firms. Unfortunately, I was hampered in December and January with a broken foot, but I intend to make up for lost time this Spring.

I would like to thank Larry Spiaggi and the entire legislative committee for their outstanding representation of the VFDA in Richmond during the 2015 session. The committee presented the voice of VFDA in meetings and we were very successful in our legislative agenda for this year. I would also like to thank our lobbyist team of Angela Bezik and Julie Dime who were on the ground every day and kept a close eye on issues that are important to the funeral directors of the Commonwealth. Their expertise has been invaluable to the legislative efforts of the VFDA. We are indeed fortunate to have such a team representing VFDA.

I believe we should continue our efforts in Richmond and stay the course that has been set by the VFDA over the past several years. We must continue to grow our membership and get more and more members involved with the work of VFDA. Please share our message with your fellow funeral directors that may not be members of VFDA. There is power in numbers especially if our message is consistent.

As you are all aware, the EDRS was launched in November of 2014 and the roll out has been far from satisfactory. Originally, there were many delays at the local health departments when printing. Those issues seem to have been worked out as their experience level has grown over time. The response to register for the EDRS by funeral homes has been good and we hope that all funeral homes and directors will become registered in the near future. However, the response of the medical certifiers has been dismal.

VFDA's goal is to seek mandatory registration to the EDRS. We are asking that funeral homes report all problems they may experience with the EDRS to the

VFDA office. But more importantly, please report all difficulties you may experience with medical certifiers. We intend to gather statistical data as to the participation of medical certifiers, funeral homes, and deaths in Virginia to provide a clear picture to our legislators in Richmond.

The amount of time to process a death certificate by paper is much greater and leads to longer wait times for families to have estates, bank accounts, and insurance claims settled. Many families are placed into awkward financial positions while awaiting a simple death certification. The EDRS would go a long way in assisting our client families during their time of need.

In our funeral home, we have been recording the number of miles and man hours spent delivering "drop to paper" certificates to medical certifiers and local health departments. I don't believe many people are aware of the costs that funeral homes are incurring during this process. Of course, your cost of operation is being passed on to the consumer or the constituents of our legislators. If all funeral homes would gather information, I believe we could present an impressive case to Richmond.

Another area of concern that VFDA is examining is the location where death certificates may be filed and/or purchased. Presently, when the EDRS is utilized by the medical certifier and the funeral director, the death is recorded electronically. The EDRS generated certificate may be purchased at any local health or vital records department in the Commonwealth. If the certificate is filed as "drop to paper", it must be filed and/or purchased at the local health department where death occurred. VFDA would like to pursue legislation to allow the filing and/or purchase of ALL death certificates at any location, no matter where death occurs, within the Commonwealth.

If VFDA is to be successful in Richmond, we need your participation and cooperation in supplying data for our cause. In addition, we need you to reach out with the voice of the VFDA when communicating with your local legislator. Together we can succeed!



*This edition of the Bulletin is filled with convention information, exhibitor information and registration forms.*



*continued at right*

# Come to Convention!

**W**e are looking forward to seeing everyone at the 127<sup>th</sup> Annual Virginia Funeral Directors Association Convention in Roanoke, Virginia. The convention committee, sponsorships committee, Rob and Judy Finch and staff are hard at work to make this convention a great one.

We have many networking opportunities, golf outing, food and wine tour of downtown Roanoke and many more fabulous events planned for the entire family. This edition of the Bulletin is filled with convention information, exhibitor information and registration forms. We are pleased to announce that the exhibit hall is all under one roof, including vehicles this year. We are also offering a one-day "Super Sunday Blitz" where you can receive all of your required continuing education. We are also happy to be teaming up with the National Funeral Directors Association to offer the Certified Crematory Operators Training at the closing of our convention. Come out and celebrate with the VFDA in Roanoke this year, we guarantee a great time with friends and family!



A very special thank you to all of our presenters and participants who came out this year to support the VFDA Traveling Caravans. We had another successful year of continuing education programs and closed out our season with 46 attendees in Chester, Virginia. We hope you will take advantage of these continuing education opportunities throughout the coming year.

Thank you to Rob and Judy Finch for their dedication and support of the Association this year. Rob's leadership has been outstanding and I could always call on him to answer questions or for advice. Thank you both for visiting our member funeral homes and connecting with our membership. I know that pulls you both away from family and work commitments, but truly does make a difference in our continued efforts to connect with members.

I truly hope you will join us in Roanoke this year for the 127<sup>th</sup> Annual Convention and I look forward to seeing you all in June!

Sincerely,

*Lacy Whittaker*

127<sup>th</sup> **2015 VFDA Annual Convention**

JUNE 14-17, 2015

The Hotel Roanoke & Conference Center



*continued from previous page*

My time as president has been an extremely positive experience for Judy and I and hopefully, for the Association. It will not be long now before we all meet at the Hotel Roanoke for the 2015 VFDA Annual Convention. It will then be my honor to hand the gavel over to my friend I. Ray Sloan of the Blue Ridge District. I feel extremely confident in knowing that Ray will follow me and provide the necessary leadership needed for VFDA in the coming year.

In closing, it has been my pleasure to work with our officers and board of directors over the past year. They have been supportive and worked diligently for the funeral homes and funeral directors of Virginia. I cannot thank them enough for their dedication and service. A special thanks to our executive director Lacy Whittaker for the

excellence she exhibits daily. Her dedication to improving the VFDA and her patience with me during my tenure as president and to our membership director Abbey Shepperson for her energy and positive attitude every day, both keep the VFDA moving forward.

I would be remiss if I did not thank the Southwest Funeral Directors Association for the opportunity to serve as president of VFDA this year. Although I am a member of Southside FDA, I have felt the warm support of the Southwest FDA this year and I thank them for the support they have provided me during this past year.

*Stay the Course!*  
Rob

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**Harriton Ladies' Full Zip Fleece Jacket**

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~~\$30~~ now \$15



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## Welcome New VFDA Members

**Firm Member:**

*Obaugh Funeral Home, Inc.*

**Affiliate Members:**

*ASD - Answering Service for Directors - Lauren Kress*

*Thacker Caskets, Inc. - Bob Lowcher*

*ABM Funding, Inc. - Scott Baker*

## Have You Seen the VFDA Resource Center Online?

Visit <http://www.vfda.net/resource-center/> to see a selection of helpful resources available to members of the Association.

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## NFDA Certified Preplanning Consultant (CPC) Seminar & Exam August 20-21, 2015 • Ashland, Virginia

**Apply now and invest in your future with the CPC designation!** Since 1997 CPC has been the standard of excellence for advance funeral planning. Earning your designation shows professional commitment, increases consumer confidence, and promotes the value of preplanning to the public.

**The CPC Seminar** is a mix of lecture and discussion that will help you prepare for the certification exam given the final morning. Upon application approval by NFDA, you will receive the *CPC Standards Manual* for study prior to attending the seminar.

### **Seminar Thursday, August 20: 8 a.m.-4:30 p.m., with lunch & refreshments provided**

The seminar is approved for up to 8 CE hours by APFSP and licensing boards in most provinces.

### **Exam Friday, August 21: 8:30-10:45 a.m.**

The certification exam is based on the *CPC Standards Manual*, studied in advance of seminar attendance. Topics include preplanning principles, the FTC Funeral Rule, meaningful ceremonies, ethics, customer service, contract standards, marketing, and funding options. There are 75 multiple-choice questions, with a 2-hour time limit.

### **Seminar location: Hampton Inn Ashland**

705 England Street, Ashland, Virginia • Call 804-752-8444 • Room rates from \$125

Only 20 miles from Richmond International Airport and 2 miles from Amtrax Station

*In the historic town of Ashland, the Hampton Inn is minutes from unique shopping options, a variety of locally owned restaurants, the James River Cellars Winery, and the Center of the Universe Brewing Co. The hotel provides a complimentary hot breakfast buffet and fitness center.*

**Seminar fee    \$390    VFDA or NFDA Member or Non-Funeral Director  
                  \$575    Nonmember Funeral Director**

*U.S. Dollars on U.S. Bank. Fee includes lunch and refreshments, CPC Standards Manual, seminar presentation, exam and scoring, CE processing, certificate, and certification benefits.*

**The mission of the CPC Program** is to promote professionalism and expertise in funeral preplanning by recognizing individuals who have met defined criteria and who have demonstrated their knowledge through a certification examination on preplanning standards as presented in the NFDA *CPC Standards Manual*.

**Apply by July 30 • Advance study of CPC Standards Manual required**

**For eligibility requirements and an application**

**NFDA 800-228-6332 • [www.nfda.org/cpc](http://www.nfda.org/cpc)**



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# CELEBRANT TRAINING

April 26-28, 2015

Marriott Richmond West

4240 Dominion Boulevard, Glen Allen, Virginia 23060

VFDA Members \$650 Non-Members \$800 Students \$700 (limit to 5 student registrations)

*Thank you to Morrisett Funeral & Cremation Service for providing a sponsorship toward this program so we are able to bring this to you at a lower cost. Thank You!*

Register through the VFDA: Abbey Shepperson (804) 264-0505 or [ashepperson@vfda.net](mailto:ashepperson@vfda.net)

## **Schedule of Events**

Sunday, April 26th	3:00 –9:00 p.m.	(Dinner provided)
Monday, April 27th	8:00 a.m.-5:00 p.m.	(Continental breakfast and lunch provided. Dinner on your own. You will have homework!
Tuesday, April 28th	8:00 a.m.-Noon	(Continental breakfast provided)

## **What to Bring**

The dress is casual. This is an active, participant-driven training. We want you to be comfortable and ready to be a part.

We will provide a notebook and other materials. If you have a laptop computer, it is recommended (but not required) that you bring it for the funeral presentation work. We will have a printer available.

## **CEU Information for Funeral Directors**

The Academy of Professional Funeral Service Practice: 17 hrs of attendance

State Funeral Service Board approval: Approved hours vary by state.

## **More Information**

If you have questions about this particular training, contact VFDA, Abbey Shepperson, (804) 264-0505 or [ashepperson@vfda.net](mailto:ashepperson@vfda.net)

If you have questions about Celebrants in general, contact Glenda Stransbury at In-Sight Books: [Glenda@insightbooks.com](mailto:Glenda@insightbooks.com), (405) 810-9501 or (800) 658-9262

## **Emergency Cell Phone Numbers during week of training only**

**Glenda Stransbury (405) 550-7854**

**Doug Manning (405) 203-2906**

# VIRGINIA FUNERAL DIRECTORS ASSOCIATION

## CELEBRANT TRAINING

April 26-28, 2015

## REGISTRATION FORM

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

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

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

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

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

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

\_\_\_\_\_ \$650 VFDA Members \_\_\_\_\_ \$800 Non-Members \_\_\_\_\_ \$700 Students

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

**Cancellation Policy:** Cancellations made prior to **March 31, 2015** will receive a full refund. Cancellations made between **April 1-10, 2015** will receive 50% registration fee, cancellations made after **April 10, 2015** are non-refundable.

*Note: In-Sight Books, Inc. makes every effort to assure an adequate number of participants in order to hold the training session. However, this is not completely in our control. If we determine that it is not feasible to hold the session, based upon enrollment, we will contact you immediately.*

**Mail or fax your registration today to the VFDA office**

**P.O. Box 395**

**Hanover, Virginia 23069**

**Fax: (804) 264-3260**

**ashepperson@vfda.net**



## **2015 VFDA CONVENTION SCHEDULE OF EVENTS**

### **Saturday, June 13, 2015**

2:30 pm - 4:00 pm Board of Directors Meeting

### **Sunday, June 14, 2015**

8:00 am - 2:00 pm Registration

9:00 am - 2:00 pm Super Sunday Continuing Education Blitz (5.0)

9:00 am - 4:00 pm Virginia Funeral Suppliers Sales Association Golf Outing, Ballyhack Golf Club

1:00 pm - 5:00 pm Exhibitor Set-Up

6:30 pm - 8:00 pm Welcome Reception with VFDA President Rob Finch and First Lady Judy Finch

### **Monday, June 15, 2015**

8:00 am - 2:00 pm Registration

8:00 am - 10:00 am "How Funeral Directors Can Become Invincible to Lawsuits and Save Thousands in Taxes," G. Kent Mangelson, American Society for Asset Protection (2.0)

9:00 am - 2:00 pm Exhibitor Set-Up

10:30 am - 1:00 pm "Taste of Downtown Roanoke Food & Wine Tour" Family Excursion

12:15 pm - 1:15 pm Past President's Luncheon & Scholarship Presentation

2:30 pm - 3:30 pm Service of Remembrance, Rev. Alan Combs of Lane Memorial United Methodist Church officiating

3:30 pm - 4:30 pm Service of Remembrance Reception

6:00 pm - 7:30 pm Exhibit Hall Grand Opening and Cocktail Social

3rd Annual Virginia Funeral Directors Association Foundation Silent Auction Opens

### **Tuesday, June 16, 2015**

8:00 am - noon Registration

8:00 am - 9:00 am Virginia Funeral Suppliers Sales Associations Business Meeting

9:00 am - 10:30 am Annual Business Meeting, featuring motivational speaker Patrick Henry (1.0)

11:00 am - 2:00 pm Exhibit Hall Opens

3rd Annual Virginia Funeral Directors Association Foundation Silent Auction Opens

2:00 pm Silent Auction Closes (winners will be called at 2:30 pm)

6:30 pm - 9:00 pm Farewell Banquet and Installation of Officers, Entertainment provided by Patrick Henry

### **Wednesday, June 17, 2015**

7:30 am - 3:30 pm National Funeral Directors Associations Certified Crematory Operators Training

## CONVENTION SOCIAL ACTIVITIES



### President's Welcome Reception

Join President, Rob Finch and First Lady, Judy Finch as they kick off the 127<sup>th</sup> Annual VFDA Convention on Sunday, June 14 from 6:30-8:00 p.m. Hors d'oeuvre and cocktails will be served. This event is business casual and is planned to be held outdoors weather permitted.

### Cocktails with the President

Please join Rob and Judy Finch for cocktails during the convention. Cocktails will be served in the presidential suite on Monday, June 15 from 9:00 p.m. - until. And on Tuesday, June 16 immediately following the banquet festivities. Room number will be announced during the social events each evening. Come relax, socialize and enjoy a cocktail with friends!

### Exhibit Hall Grand Opening and Cocktail Social

The Grand Ballroom at the Hotel Roanoke and Conference Center will transform into a grand exhibit hall with rows of exhibitors and vehicles all in one location. Spend time with exhibitors while enjoying heavy hors d'oeuvres and an open bar. The exhibit hall will open with a ribbon cutting at 6:00 p.m. on Monday, June 15.



### Farewell Banquet and Installation of Officers

Say farewell to the 127<sup>th</sup> Annual Convention on Tuesday evening as we honor President Rob Finch and welcome incoming President Ray Sloan. It will be held on Tuesday, June 17 from 6:30-9:00 p.m. Enjoy dinner with friends and family, help us welcome officers of our board, salute our profession's award winners and enjoy entertainment by former Nashville songwriter and current SiriusXM radio personality, Patrick Henry. Attire for the evening is semi-formal; we ask that men wear suits (jacket and tie) or tuxedos, ladies cocktail or formal dresses.

### What To Wear Guide

All classes/  
board/annual  
business  
meetings are  
business casual

Welcome  
Reception with  
VFDA President  
is business casual

Friends & Family  
Outing is casual  
attire/comfort-  
able walking  
shoes

Past President's  
Luncheon is  
business casual

Service of  
Remembrance is  
business attire

Exhibit Hall  
Grand Opening  
is business casual

Farewell  
Banquet  
(Tuesday) is  
Semi-formal/  
cocktail attire

# THE HOTEL ROANOKE

Address: 110 Shenandoah Avenue Northwest, Roanoke, VA 24016

The sleeping room block for the 2015 Virginia Funeral Directors Association Convention is now open!

Standard room rates are \$159.00.

Room rates include complimentary internet connections in all sleeping rooms. Rates will be offered three (3) days before and three (3) days after the conference based on availability.



Toll free reservations : 866-594-HRCC (4722)

Mention the Virginia Funeral Directors Association when calling in your room reservation to receive the discounted room rate.

Group Max web link:

[aws.passkey.com/event/13372616/owner/9515698/home](http://aws.passkey.com/event/13372616/owner/9515698/home)



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### COMPETITIVE ADVANTAGE

Assume every call is a **First Call** until proven otherwise. Caller ID information recorded on every call. Repeat the caller's name and their concerns throughout the call so they know they are being listened to and **understood**.

### CUSTOM FEATURES

Send the **on-call** an alert the moment ASD recognizes a death has occurred. Recognize the importance of **pre-need** and **pricing** calls for the funeral home. **KNOWLEDGABLE** recording of every call is made available to the on-call via ASD's website, **ASD MOBILE APP** voicemail system.

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# VFDA Friends & Family Outing

Downtown Roanoke Food & Cultural Tour – *Space is Limited. Reserve Your Spots Today*



## SCHEDULE

1. **Hotel Roanoke** – Welcome & Introduction
2. **1st Tasting Stop** – Wine & ‘Southern Flair’ Tasting – Billy’s
  - a.) Roanoke’s Colorful Early Years
3. **Pedestrian Bridge** – History & Architecture
4. **2nd Tasting Stop** – Cedars Restaurant/Shishka Location
  - a. Lebanese Food & Wine Pairing
  - b. Roanoke’s Amazing Lebanese History
5. **Market Square** – History
6. **3rd Tasting Stop** – Metro Restaurant
  - a. Wine & Gourmet Cheese Board Tasting
7. **Center in the Square ‘Green’ Rooftop**
8. **Taubman Museum View** – History & Architecture
9. **Great View Photo Opp!**
10. **4th Tasting Stop** – Center in the Square – 6th Floor Tasting Room
  - a. Wine Tasting with Owner of the ‘Wine Gourmet Specialty Store & ‘Farm to Table’ Food Tasting
  - b. Dessert
11. **Return to Hotel Roanoke**

### What?

Downtown Roanoke Food & Cultural Tour –

- Wine/Food Tastings
- Lunch
- 4 Wine Pairing Tasting Stops on Walking Tour

### When?

Monday, June 15, 2015  
Start Time: 11:00 a.m., approximately end time at 1:30 p.m.

### What’s your pick?

Option 1: Adult Wine & Food Tasting (4 Wine/ Food Tasting Stops)  
Option 2: Adult Wine & Food Tasting (Food Tasting Only – No Wine; Food & Non-Alcoholic Beverage)

### What to Wear?

Casual Attire/Comfortable Walking Shoes

### How Far is the Walk?

Level Surfaces, 1/2 Mile (All within a few blocks of Downtown).  
Begin & End at Hotel Roanoke

### Accessibility?

Handicap Accessible, Elevators provided at all stops

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# Virginia Funeral Directors Association Super Sunday Education Blitz

## Sunday, June 14, 2015



### The Hotel Roanoke & Conference Center

110 Shenandoah Avenue Northwest, Roanoke, VA 24016

\$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 at the full convention registration fee. Does not apply to one-day member registration fees.

FREE to non-VFDA members who are registered at the full non-member convention registration fee. Does not apply to one-day non-member registration fees.

### Schedule

- 9:00 a.m. Restorative Art
- 10:00 a.m. Virginia Laws & Regulations
- 11:00 a.m. "Keeping the Family Business in the Family" Business Succession, Estate Planning and Wills & Trusts for today's Funeral Director
- Noon Do's & Don't of the EDRS/Q&A Roundtable Discussion/ Working Lunch
- 1:00 p.m. Preneed

### Presenters

Ted Castle, Castle Mortuary Transport

Lynne Helmick, Virginia Board of Funeral Directors and Embalmers

Debbie L. DeWeerd, Regulatory Support Services

Janet Rainey, Office of Vital Records

Abe Zysman, Federated Insurance

Receive all required continuing education credits in one day (5 CEUs)

Mail to: VFDA

P.O. Box 395

Hanover, Virginia 23069

Phone: 804-264-0505

Fax: 804-264-3260

E-mail: [info@vfda.net](mailto:info@vfda.net)



Please register in advance by mailing or faxing your registration to the VFDA office.



**Virginia Funeral Directors Association  
Super Sunday Education Blitz**

**Sunday, June 14, 2015**

**REGISTRATION FORM**

\$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 (does not apply to one day registration fees). Free to non-VFDA members who are registered for the full non-member convention registration fee (does not apply to one day registration fees).

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

Firm/Company Name: \_\_\_\_\_

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

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

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

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

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

PAYMENT: \_\_\_\_\_ Visa \_\_\_\_\_ MC \_\_\_\_\_ AMEX \_\_\_\_\_ DISCOVER

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

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

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

Please register in advance by mailing or faxing your registration to:

**VFDA**

**P.O. Box 395**

**Hanover, Virginia 23069**

**Fax: (804) 264-3260**



## FIRM MEMBER REGISTRATION FORM

All participants (including spouses, children & guests) must wear name badges to all continuing education courses and optional events. All registrants attending the Monday's Friends & Family Outing and Tuesday night's Farewell Banquet must present tickets at the door before entry.

	Number At-tending	Cost Per Person	Attendees / Spouses / Guests Name	Total cost
Firm Member (1st person from firm)	1	\$300		\$300
Each additional person from firm		\$200		\$
Spouse/Guest/Children (No CE Credits)		Free		Free
VFDA Associate/Individual Member		\$300		\$
VFDA Student Member		\$35		\$
One Day Registration Fee <b>Circle day attending: Sun Mon Tue</b>		\$140		\$
Exhibit Hall Pass (Tuesday Only) No CE Credits, No Lunch Option		\$25		\$
<b>ADDITIONAL EVENTS FOR MEMBERS</b>				
Friends & Family Outing - <b>Monday</b>		\$15		\$
Past Presidents Luncheon - <b>Monday</b> (Past VFDA Presidents Only)		Free		Free
Farewell Banquet - <b>Tuesday</b>		\$65		\$
<b>GRAND TOTAL</b>				\$

**ONLY MEMBERS WITH THEIR 2015 DUES PAID ARE ELIGIBLE FOR THE VFDA MEMBER RATE**

Firm Name: _____	<input type="checkbox"/> VISA	<input type="checkbox"/> MC	<input type="checkbox"/> AMEX	<input type="checkbox"/> Discover	Expires: _____
Address: _____	Card #: _____ 3 or 4 digit code: _____				
P: _____	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 • E-mail: info@vfda.net • www.vfda.net					

Cancellation Policy: Full registration refunds will be given provided cancellation is received in writing via e-mail or mail by May 29, 2015. After that date, 50% registration refunds will be given providing cancellation is received in writing via e-mail or mail before June 9. No refunds will be given after June 9, 2015.

# NFDA Certified Crematory Operator Program™ Seminar ▪ Roanoke, Virginia

**Host: Virginia Funeral Directors Association**

**Wednesday, June 17, 2015. Registration 7:30-8 a.m. ▪ Seminar 8 a.m.-4 p.m.**

**Seminar location: Hotel Roanoke, 110 Shenandoah Avenue NW, Roanoke, Virginia**

*7 FD CE Hours\**

<b>Registration Options</b>				▪ Online <a href="http://www.nfda.org/cco">www.nfda.org/cco</a>	▪ Call 800.228.6332	▪ Fax 262.789.6977
Firm						
Address				City		
State		Postal Code		Phone		
Email				Fax		
Cremator Equipment Type						

<b>Fees</b>	<b>VFDA or NFDA Member \$495</b>		<b>Non-Funeral Director \$495 (No CE)</b>			
	<b>Nonmember Funeral Director \$655</b>		<b>Student Member \$160 (No CE)</b>			
Special pricing is available for multiple attendees from the same firm. Call your member services representative at 800-228-6332 for details.						
<b>Registrant Name</b> (as it will appear on CCO Certificate)	<b>Registrant Job Title</b>	<b>Registrant Email</b> (required for CE)	<b>FD Lic. #/s</b> <b>State/s</b>	<b>Academy # if applicable</b>	<b>Fee Amount</b>	
1.						
Currently cremator operator?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If no, what is interest in program?				
2.						
Currently cremator operator?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If no, what is interest in program?				
3.						
Currently cremator operator?	<input type="checkbox"/> Yes <input type="checkbox"/> No	If no, what is interest in program?				
<b>Method of Payment</b>	<input type="checkbox"/> American Express <input type="checkbox"/> Discover <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> Check payable to NFDA (U.S. dollars on U.S. bank)					<b>Total Due</b>

Name on Card			
Account Number			Expiration Date
Authorized Signature			Today's Date

**Registration confirmation and agenda will be emailed to you in advance of the NFDA CCO Seminar.**

\*Approved by APFSP and many state licensing boards. It is your responsibility as the registrant to verify the seminar is approved for CE in the state/s in which you are licensed. Certain states mandate that individuals must meet additional criteria to qualify and practice as certified crematory operators in those states; it is your responsibility to verify that you meet all requirements for crematory operator certification in your state. *All events are subject to change.*

**Cancellation.** Cancellation must be in writing and is subject to a \$50 cancellation fee OR application fee may be applied to another CCO seminar. Substitutions permitted for registered candidates only. NFDA reserves the right to cancel a seminar due to circumstances beyond its control. Should circumstances arise that result in the cancellation of a seminar, candidates will have the option to either receive a full refund or transfer to another CCO option. NFDA's liability for any cancellation is limited to a refund of the CCO application fee and shall not extend to any other claims including, but not limited to, travel expenses, cancellation fees, lost wages, inconvenience, and other related costs.

**WEBFORM**

## CONVENTION SPEAKERS



**Keynote Speaker  
Patrick Henry**

Don't miss motivational speaker Patrick Henry on Tuesday, June 16, 2015 at the 127<sup>th</sup> Annual Convention in Roanoke,

Virginia! Patrick will also keep us laughing as he entertains us after the Tuesday evening Farewell banquet. As a former Nashville songwriter and current SiriusXM radio personality on The Family Comedy Channel and Blue Collar Radio, Patrick believes that the height of learning happens while we are being entertained...and so do the over one thousand meeting planners who have hired him. Patrick Henry is more than a motivational humorist, He is a performance keynote speaker and is obsessed with showing audiences how to create extraordinary engagement at home, at work, and in the community. The challenge in the market-

place is that customer loyalty is fragile. Products, services, and ideas are being differentiated based on price rather than value. Patrick shows how to create a value based customer relationship. He knows that if you can't create an emotional connection with your customers, clients, and coworkers, you're going to lose them. This will be a presentation to remember!



**Ted Castle, Castle  
Mortuary Transport**

Ted Castle, owner and operator of Castle Mortuary Transport is a 1996 graduate of Gupton-Jones College of Funeral

Service in Atlanta, GA. Ted is licensed in Tennessee and Virginia as a Funeral Director and Embalmer. He has been in the mortuary transport business since 2003 and his previous experience included managing Castle Funeral Home in Bristol,

VA, which was established by his father. Ted currently sits on the VFDA Board of Directors and served as chaplain. He is past President of Southwest Virginia Funeral Directors Association.



**Debbie L.  
DeWeerd,  
Regulatory Support  
Services, Inc.**

Debbie has 17+ years in health sciences and regulatory experience. She has 29+ years in educational and professional development. She frequently presents at state and national consortiums. Her experience and activities include National Consortium for Math, Science, and Technology, State Board Continuing Education Advisory Committee, Regional Educational Service Center Wellness Committee, National Staff Development Council, Association for Supervision and Curriculum Development,

## Central Virginia Funeral Directors Association

**President:**

**L. C. Corey**

Morrisett Funeral and Cremation Service,  
Chesterfield

[larrycorey@comcast.net](mailto:larrycorey@comcast.net)

**Vice President:**

**Doni Kashinejad**

Nelsen Funeral Home & Crematory  
various locations

[doni.kashinejad@sci-us.com](mailto:doni.kashinejad@sci-us.com)

**Secretary/Treasurer:**

**Jim Dickerson**

Bliley's Funeral Homes & Cremation Services,  
Richmond

[annnjim70@netzero.net](mailto:annnjim70@netzero.net)



*Maymont Gardens, Richmond*

*Installations in November.*

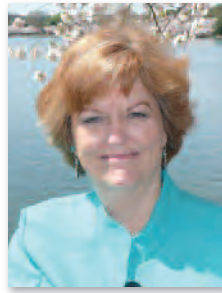
*Meetings are held on the 2nd Tuesday in January, March, May, July, September and November.*

Institute for Educational Management, Regional Educational Service Agency and the Michigan Leadership Institute.



**Janet Rainey,**  
Director and State Registrar for the Division of Vital Records at the Virginia Department of Health

Janet Rainey is the Director and State Registrar for the Division of Vital Records at the Virginia Department of Health. She is a graduate of Smithdeal-Massey Business College. Ms. Rainey has 39 years of experience in the administration of the system of vital records. She is a member of the National Association for Public Health Statistics Information Systems (NAPHSIS), State Child Fatality Review Team and the Advisory Committee National Violent Death Reporting System.

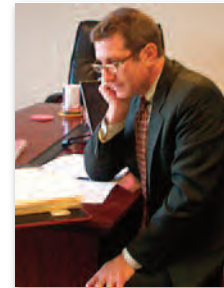


**Lynne Helmick,**  
Department of Health Professions

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. As Deputy Executive Director, she has responsibility for the licensure, disciplinary, and inspection processes of the boards. Prior to that, she was a Senior Inspector for the Department of Health Professions for eleven years. The duties of the job included conducting investigations for all the health professional boards under DHP and conducting inspections for the boards of Veterinary Medicine, Funeral Directors and Embalmers, and Pharmacy. Previously she worked for the Virginia Department of Behavioral Health and

Developmental Services for six years; first as a Licensure Specialist and then as a Regional Manager in the Licensure Office. Before she moved to Virginia in 1992, she worked in the state and local mental health systems in Ohio for twenty years. Lynne has a Bachelor of Science in Social Work from West Virginia University and a Master of Public Administration from Kent State University.



**Abe Zysman, J.D., LL.M,** Federated Insurance and The Zysman Law Firm

Avram H. (Abe) Zysman, a passionate and dedicated advocate for his clients, has

been helping families with their planning needs for over 15 years. After graduation from the New York Law School in 1997, Abe joined the Epstein, Becker & Green law firm in New York City, and worked

*continued on page 22*

## Southside Funeral Director's Association

**President:**

**Kevin Brown**

Finch & Finch, Inc.

Altavista

kbrown51885@gmail.com

**Vice President:**

**Trey Finch**

Finch & Finch, Inc.

Altavista

tfinch@finchandfinchfuneralservice.com

**Secretary/Treasurer:**

**Les Powell, III**

Powell Funeral Home,

South Boston

lespowell111@gcronline.com



*Altavista*

*Installations second Tuesday in May.*

*Meetings are quarterly and determined by district*

continued from page 21

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 back home to 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 Virginia area, where he opened his own practice, The Zysman Law Firm, P.C. 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 happily calls Pikesville - a quaint neighborhood in Baltimore, Maryland - his home, where he resides with his wife, their son and two daughters.



**G. Kent Mangelson,**  
American Society  
for Asset Protection

G. Kent Mangelson has over three decades of experience as a senior advisor with clients

in all fifty states. He teaches funeral directors how to become invincible to lawsuits and save thousands in taxes. He is author of several books including: Protect Your Assets, The Asset Protection Bible, America's Greatest Tax Secrets Revealed, and Estate Planning Made Easy. His career has been credited with saving clients over one hundred million dollars. He is one of the nation's top speakers and has shared the stage with U.S. Presidents Reagan, Ford, Clinton, and Bush as well as Zig Ziglar, Margaret Thatcher, Colin Powell, and Donald Trump.



**Mike Watkins,**  
CFSP, CCO,  
National Funeral  
Directors  
Association

Guest speaker  
Michael J. Watkins,  
CFSP, CCO, is the  
senior vice president

of Operations for the National Funeral Directors Association. A licensed funeral director and embalmer, Mike has been involved in various capacities in funeral service for over 30 years. Prior to joining the NFDA staff in November 2009, he served as executive vice president of Palm Mortuary in Las Vegas, NV; executive director of Maximum Living Consultants in Birmingham, MI; and vice president of Operations for Carriage Services in Houston, TX. He has served on the NFDA Policy Board and NFDA Professional Conduct Committee and has been recognized by the Academy of Professional Funeral Service Practice as a Certified Funeral Service Practitioner.

## Tidewater Funeral Directors Association *Est. 1945*

**President: Christopher Wilson**

Hale Funeral Home, Norfolk  
chriswilson06@mac.com

**1st Vice President: James Quinn**

H.D. Oliver Funeral Apts., Norfolk  
hdofh@aol.com

**2nd Vice President: Danielle Fitchett-Mann**

Fitchett Funeral Home, Chesapeake  
dani23320@aol.com

**Secretary: Jamie Karpa**

R. Hayden Smith Funeral Home, Hampton  
jamiekarpa@gmail.com

**Treasurer: Bryan Graves**

H.D. Oliver Funeral Apts., Norfolk  
digger9822@aol.com or hdofh@aol.com



*Norfolk Botanical Gardens*

**1st Year Director: Patricia Louis**

Sterling Brook Funeral Home, Windsor  
eplouishorizon@msn.com

**2nd Year Director: Robie Gardner**

Sturtevant Funeral Home, Suffolk

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

# 127<sup>th</sup> 2015 VFDA Annual Convention

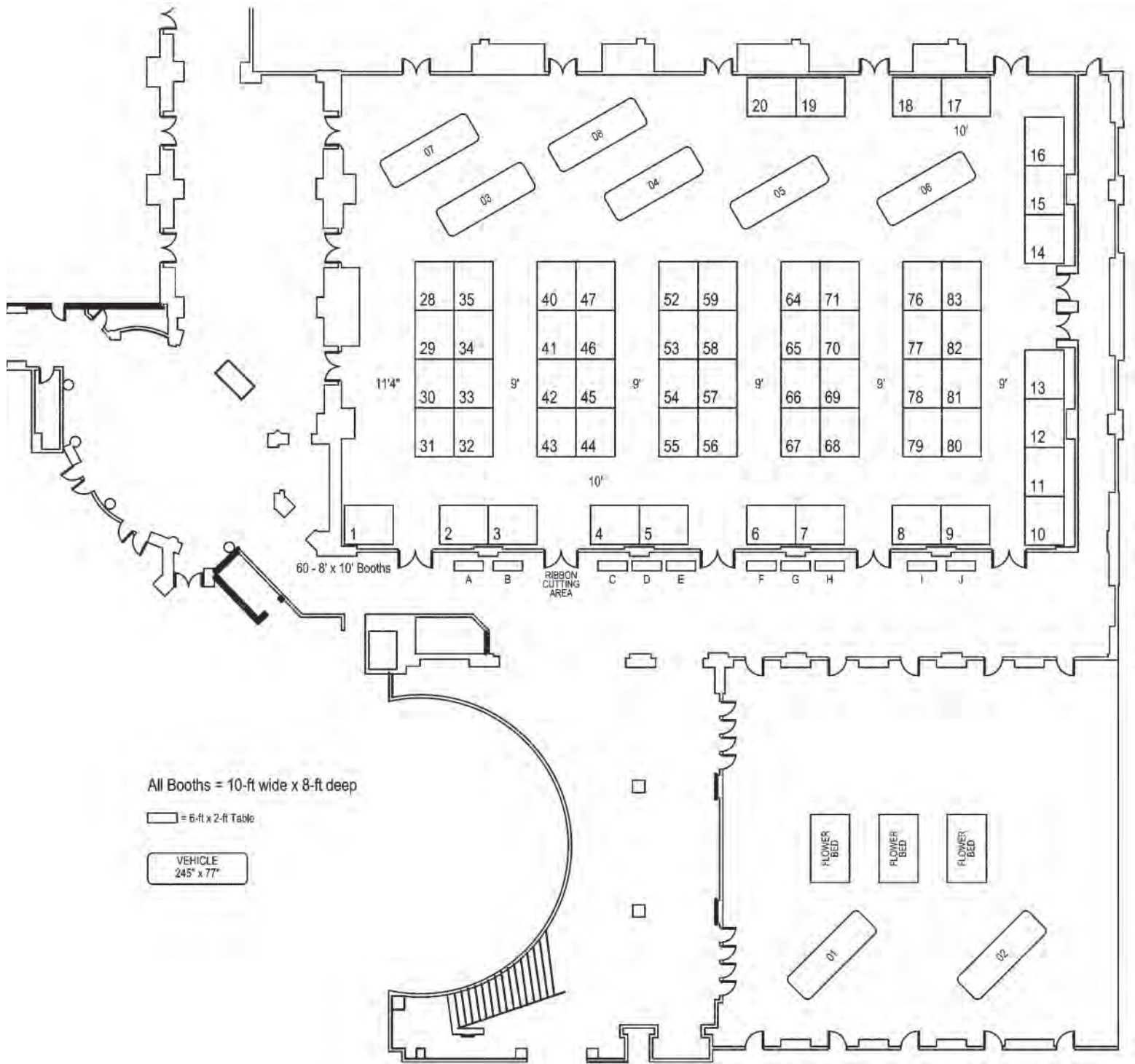


JUNE 14-17, 2015

The Hotel Roanoke & Conference Center



## FLOOR PLAN





## EXHIBITOR RULES

1. **VFDA** as used herein shall mean the Virginia Funeral Directors Association, Inc. or its officers or agents or employees acting for it in the management of the Exhibit.
2. **Eligible Exhibits.** VFDA reserved the right to determine the eligibility of any company, individual or product for inclusion in the Exhibit as an exhibitor.
3. **Limitation of Liability.** The Exhibitor agrees to make no claim for any reason whatsoever, including negligence, against the Exhibit for the VFDA its members or agents or employees, for loss, theft, damage or destruction of merchandise, nor for any injury to himself or employee while in the Exhibit quarters.
4. **Defacing the Building.** Exhibitors are liable for any damage caused by fastening displays or fixtures to the building floors, walls, or to the standard booth equipment, or for damage caused in any other manner. Exhibitors may not apply paint, lacquer, adhesive or any other coating to building walls and floors or to standard booth equipment. Exhibitors agree to hold VFDA harmless for any claims for such damages including the payment of VFDA for reasonable attorney's fees incurred to defend against such claims.
5. **Insurance.** Fire and theft insurance, if so desired must be taken out by each exhibitor at his own expense.
6. **Exhibitor Representatives' Responsibility.** Each exhibitor must name at least one person to be it representative in connection with installation, operation and removal of exhibit. Such representative shall be authorized to enter into such service contracts as may be necessary, and for which the Exhibitor shall be responsible.
7. **Exhibit Hours.** The exhibit hours are shown on the agenda. Exhibitors will be required to comply strictly.
8. **Shipment of Exhibit Material.** Each exhibitor will receive a notice from the exhibiting company designated by the VFDA. This notice will include the prices for the rental of furniture, draperies, special construction, etc. The information will reach each signed exhibitor in ample time for advance planning of merchandise shipments.
9. **Attendance.** Admission to the meetings and continuing education classes is included.
10. **Cancellation of Exhibit Space.** If an Exhibitor cancels their contracted space after the deadline for full payment, the following is the refund policy.
  - a. A refund will only be considered if the VFDA has received full payment for the booth space.
  - b. If VFDA is able to re-sell said space up to 30 days prior to the Exhibitor move-in date, 25% of the payment would be refunded.
  - c. If cancellation is made with less than 30 days prior to the Exhibitor move-in date, or if space is not re-sold, there will be no refund.
11. **Amendment to Rules.** Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subjected solely to the decision of the VFDA. These rule and regulations may be amended by the VFDA at any time by the VFDA and all amendments so made shall be binding on exhibitors equally with the foregoing rules and regulations.





## APPLICATION FOR EXHIBIT SPACE

Return to: VFDA, P.O. Box 395, Hanover, VA 23069

**Kindly** indicate your three (3) booth choices as selected from the official floor plan submitted by the VFDA. Each booth comes with signage and draping. Exhibit hall is carpeted. The member fee for exhibit space is:

**\$850 for an 8'x10' booth space**

**\$500 for a table top 6'x2' table**

**\$1,000 each vehicle space, 245"x77" (about 20' x 6') inside the exhibit hall.**

*Exhibitors who are not members of the VFDA are required to pay an additional 10% of total booth space.*

1st Booth Preference \_\_\_\_\_ at \$ \_\_\_\_\_

2nd Booth Preference \_\_\_\_\_ at \$ \_\_\_\_\_

3rd Booth Preference \_\_\_\_\_ at \$ \_\_\_\_\_

Will you need electricity in your booth?  Yes  No

In case your first three choices are not available, state preference, if any about locating your exhibit near or removed from those of similar interest: \_\_\_\_\_

\_\_\_\_\_

Indicate type of merchandise to be displayed: \_\_\_\_\_

\_\_\_\_\_

Exhibitor(s) Name (as appear on name badges): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

I agree to pay 50% of the total rental charge either by check (made payable to the VFDA) or credit card. It is hereby agreed that the undersigned agrees to and will abide by the Rules and Regulations printed within this booklet and that those Rules and Regulations are a part of this agreement. It is understood that deposits will not be refunded after **May 14, 2015** and that acceptance of our application by VFDA shall constitute a contract.

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

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

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

City: \_\_\_\_\_

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

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

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

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

Name to Appear on Booth Sign: \_\_\_\_\_

\_\_\_\_\_

Check One:  MasterCard  Visa  AmEx  Discover

Credit Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CCV Code: \_\_\_\_\_

Name on card: \_\_\_\_\_

Card holder's billing address/zip code: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

**Important Notice:** Please read and complete this form. Upon acceptance, a copy will be returned to each exhibitor and serve as the record for your reserved space.

**BALANCE DUE: May 14, 2015**

**Accepted for the Virginia Funeral Directors Association, Inc.  
by Abbey Shepperson, Director of Membership**

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

Deposit Received: \$ \_\_\_\_\_ Amount Due: \$ \_\_\_\_\_

## VFSSA GOLF TOURNAMENT

**Sunday, June 14, 2015, 9:00 am Shotgun Start**

**Ballyhack Golf Club, a National Golf Club, 3609  
Pitzer Rd., Roanoke, VA. 24014**

The Vision of Ballyhack located in the heart of Virginia's Blue Ridge Mountains, Ballyhack is a premier, private golf club and retreat for members and their guests from all reaches of the nation. The course at Ballyhack is nothing short of spectacular. The 190-acre 18-hole championship course is a classic Scottish highland-type design incorporating the dramatic topography of the property. Featuring 50- to 70-foot elevation changes, fairways as wide as 150 yards, and old-style, gouged-out, roughed-out bunkers the course will set new benchmarks in modern golf course design.



Join us for a unique golfing experience full of fun and excitement. You may bring your own foursome or be paired with others.

## Southwest Funeral Directors Association

**President:**

**Jamie Broadwater**

Gate City Funeral Home,  
Gate City

[jamie@gatecityfuneral.com](mailto:jamie@gatecityfuneral.com)

**Vice President:**

**Adam Light**

Matthews Caskets  
[alight@matw.com](mailto:alight@matw.com)

**Secretary/Treasurer:**

**P. Martin Hagy**

Hagy & Fawbush Funeral  
Home, Inc., Norton

[info@hagyfawbush.com](mailto:info@hagyfawbush.com)



*Richlands*

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

*Installations in June*

## VFSSA GOLF TOURNAMENT

### Golf Package including boxed lunch after first 9 holes: \$75

Mulligan Package: \$20 per golfer.

You get:

- 2 mulligans per golfer
- 1 "Sand Wedge Toss" per golfer
- 2 "Short Shots"- per golfer...shot from forward tees, one in front 9, one back 9,.. any hole

EXTRA BONUS BALL per foursome, whomever (foursome) has the ball at the end wins prize...and "YES", you must use it the entire round!! You can even alternate who uses it per hole.

*Directions will be announced at event and on paper as well.*

*Ballyhack limits group amounts up to 50 golfers so sign up soon to reserve your spot.*

Payment must be received by **Monday, June 10, 2015**

*Make check payable to: VFSSA, mail to Todd Dean  
907 Richmond Rd., Staunton, VA 24401*

Questions? Contact Todd Dean: 540-761-5717 or  
Richie Boudreau: 703-727-8759

Name(s): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Number of golfers \_\_\_\_\_

Number of Mulligan Packages \_\_\_\_\_

**Total amount of check \$** \_\_\_\_\_

*All proceeds from the mulligan packages will benefit the  
Comfort Zone Camp.*

7201 Glen Forest Drive Suite 301, Richmond, VA 23226  
Phone: (804) 377-3430

## Northern Virginia Funeral Directors Association

### President:

**LaDonna Gilbert**

National Funeral Home, Falls Church  
ladonna.gilbert@dignitymemorial.com

### Vice President:

**Robyn Short**

Fairfax Memorial Funeral Home,  
Fairfax  
rshort@fmfh.com

### Secretary/Treasurer:

**Valarie Armstrong**

Advent Funeral Home, Falls Church  
varmstrong@adventfuneral.com



*Morrison House, Alexandria*

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

*Installation – June*

—  
 To recognize the generosity and support of our donors, we'd like to display business information for all of our donors near the items and services they donate. To help us support you, please be sure to include business cards and/or brochures that we can use to promote you and your donation and have them to us by **May 1, 2015**.  
 Thank you for your support!  
 —

*Would you be willing to donate an item of \$100 or more (items to go in a package and/or monetary donation) for our auction?*

On June 14-17, 2015, the Virginia Funeral Directors Association Foundation will hold its 3rd Annual Virginia Funeral Directors Association Foundation Silent Auction during the 127<sup>th</sup> Annual Virginia Funeral Directors Association convention at The Hotel Roanoke & Conference Center.

We're currently collecting merchandise and services for our event and I'm writing to request your support. By making a package and/or monetary donations to the silent auction, you'd be making 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 silent auction brought in over \$3,500 and over 200 attendees bid on auction items.

The Foundation is a non-profit organization formed to support professionals and students currently in or entering the funeral service profession through education, advocacy and leadership development. The Foundation is committed to helping students finish their education in the funeral service profession and support their continued leadership development. This is our third annual silent auction and we are depending on members like you to help support this year's auction and its continued success in future years.

*Sincerely,*

**Joseph W. Teague**

Chairman

Virginia Funeral Directors Association  
 Foundation

**DONATION FORM**



**THIRD ANNUAL SILENT AUCTION**

**127<sup>TH</sup> ANNUAL CONVENTION**

*June 14-17, 2015  
The Hotel Roanoke  
& Conference Center*

**Please note that both corporate and personal donations are permissible.**

**These contributions are in support of the VFDA Foundation and are tax deductible.**

Detailed description of item (please be specific):

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

Brand and Model # (if applicable) \_\_\_\_\_

Retail price or market value: \$ \_\_\_\_\_

Our item will be:

- Picked up by VFDA Representative *(Before June 8, 2015)*
- Delivered to VFDA *(Before June 1, 2015)*
- Sent to Winner Once Available  
*(VFDA will create certificates with your contact information for the winner)*

Type of Donation:  Company  Personal

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

Firm/Company: \_\_\_\_\_

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

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

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

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

**Please fax form by June 1, 2015. Items need to be to the VFDA office before June 8, please.**

**P.O. Box 395, Hanover, Virginia 23069**

**Phone: (804) 264-0505 Fax: (804) 264-3260 lwhittaker@vfda.net**

## 2015 VFDA AWARDS PROGRAM

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. Please read each nomination form to determine if you or someone in your firm or district may qualify for an award.

Nomination forms will be reviewed and the recipient of the award will be determined by the Executive Committee of the Virginia Funeral Directors Association Board of Directors.

**Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 16, 2015 at convention.**

**Deadline to receive nominations is May 25, 2015.**

### 2015 AWARDS PROGRAM

# Golden Licensee Award

## NOMINATION FORM

The Virginia Funeral Directors Association, Inc. 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 May 25, 2015**

# Funeral Director of the Year

## NOMINATION FORM

A special award bestowed upon a VFDA member. The Funeral Director of the Year is recognized for his or 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 or her peers, citing expert leadership and professional integrity displayed within the funeral service profession.

The nominee should be a funeral licensee and an association member in good standing who has served within VFDA in various capacities, and has not received the award in the past 10 years. The individual should have displayed a dedicated spirit, in the name of funeral service, for the collective good of the VFDA Membership and possess forethought for the Associations' future advancement.

**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: \_\_\_\_\_

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

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

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

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 May 25, 2015**

# **2015-2016 Leadership Nominations Ballot**

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

## **Second Vice President**

**Larry Spiaggi**, Morrissett Funeral and Cremation Service

\_\_\_\_\_

*Please check **two** candidates for the one year at-large directors.*

## **1 Year At-Large Directors**

**John A. Saville**, Heritage Funeral Service & Crematory

**Jerry Andrews**, Andrews Funeral Home & Crematory

**Andrea Horn**, Hurst Scott Funeral Home

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

Please return to the VFDA office before **Friday, May 29, 2015**.  
Virginia Funeral Directors Association, P.O. Box 395, Hanover, Virginia 23069

## **Virginia Funeral Supply Sales Association**

### **President:**

**JEB Cranford**

Triangle Atlantic Casket Company  
jeb@triangleatlantic.com

### **1st Vice President:**

**Cliff Blasius, Jr.**

SinoSource  
ccblasius@verizon.net

### **2nd Vice President:**

**Richie Boudreau**

Warfield-Rohr Casket Co., Inc.  
rs2b1@msn.com

### **Secretary/Treasurer:**

**Lori A. Eanes**

C&L Containers  
lorianneanes@yahoo.com



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



**We Guarantee 30% savings and  
have saved customers as much as 50%**



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**MED WASTE**



**WWW.SECURED MEDWASTE.COM**  
**1-877-861-8970**

- **No Monthly Standard Fees** “Only pay for the services that we provide”
- **No Long Term Contracts 12 or 24 Month, You Decide** “we don’t trick customers into signing ridiculous contracts for services like the larger provider”
- **Easy “No Hassle” Transition.** We have helped thousands of customers make the switch.
- **Flexible Service Options...** weekly, bi-weekly, monthly, quarterly **“YOU PICK”**
- **Per box “Flat-Rate” Pricing - no additional or hidden fees! HAVE YOU REVIEWED YOUR CURRENT INVOICE FOR SERVICES LATELY?**
- **It’s as easy as 1 2 3....** Contact us, Select Service, Schedule Pickup
- **Multi Box Discounts**
- **Local and Family owned** “you’re talking to the owners when you call”
- **Courteous and Professional Service - we’ll even assist in the packaging of your box if not ready**

**Why Pay More?**  
**Call us now!!!**

Thank You,

Jim Hitt, President



**Call Paula for a “No Obligation” Quote 877.861.8970**

# 2015 Past Presidents Council Scholarship Application



**VFDA** is offering college scholarships to future funeral directors and those in the funeral profession. 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. Explanation of financial need and supporting documents.
4. 2.0 grade point average (on 4.0 scale)

6. Written essay with the theme: "Why I Chose Funeral Service as My Profession." No less than 1,000 words and not to exceed 2,500 words. Essays must be typewritten, double spaced, with one-inch margins. Essays containing excessive spelling, punctuation or grammatical errors will be disqualified.
7. All applications/essays must be postmarked by **May 25, 2015**. Late or incomplete applications will not be considered.
8. 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. All scholarships awards will be paid directly to the college where enrolled.

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Firm \_\_\_\_\_  
 Endorsement Signature \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 Email \_\_\_\_\_

## Employment:

Name of Employing Firm \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Duties Performed \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

## College(s) Attended:

(1) Name of Institution \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Semester/Quarter Hours Completed \_\_\_\_\_  
 Degree \_\_\_\_\_ Year \_\_\_\_\_

## Current Extracurricular Activities:

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

(2) Name of Institution \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Semester/Quarter Hours Completed \_\_\_\_\_  
 Degree \_\_\_\_\_ Year \_\_\_\_\_

## Special Skills and/or Hobbies:

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

## Current College Matriculation:

Name of Institution \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Semester/Quarter Hours Completed \_\_\_\_\_  
 Cumulative Grade Point Average \_\_\_\_\_

*I certify that to the best of my knowledge the information contained in this application is correct and complete. It is my intention to continue my Mortuary College Education and to enter the field of Funeral Service upon successful completion of professional education, examination and licensure.*

Signed \_\_\_\_\_  
 Dated \_\_\_\_\_  
 Witnessed (Employer) \_\_\_\_\_

Mail or email this form, explanation of financial need, and required essay to: VFDA, P.O. Box 395, Hanover, Virginia 23069  
 P (804) 264-0505 • F (804) 264-3260 • E-mail: info@vfda.net

## Value-Added Benefits With Optima Health Association Plans

If you are a dues-paying member of **Virginia Funeral Directors Association** and have between 51 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:

- \$5 reduction for Primary Care Provider (PCP) and behavioral health Copayments (unlimited), offered on all Copayment Association plans
- \$5 reduction for Specialist visit Copayments (unlimited), offered on specific Association plans
- \$50 reduction for Outpatient Surgery copays (unlimited), offered on specific Association plans
- Three (3) Additional Employee Assistance Program (EAP) 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 **Virginia 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 renewal at no additional cost. Contact your local agent for more information.

### What if I don't have two 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 see the contact information below.

### How do I get more information? Contact your current agent or

Robert Kelly,  
Independent Contracted Agent

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

For additional information, please contact Suzanne Stewart with Optima Health at (804) 510-7433 or visit [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.

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 visit [optimahealth.com](http://optimahealth.com)



### BECOME A SPONSOR!

Dear Valued Partner:

Greetings from the Virginia Funeral Directors Association (VFDA)! We hope you will join us at the VFDA's 2015 Convention at the Roanoke Hotel & Conference Center this summer. Enclosed is the sponsorship information and a convention schedule of events. This year's convention consist of numerous networking opportunities, an exhibit hall and continuing education programs with dynamic speakers.

Please be sure to take a look at the convention schedule. Additional information will be mailed leading up to the convention. We hope you will be able to attend and experience this year's exciting convention.

We are offering two types of sponsorships this year, an opportunity to sponsor events/activities or convention supporter levels. This will give individuals a chance to sponsor regardless of the amount available in their budget.

We also encourage multiple sponsorships for each event.

Don't miss the fun and professional development opportunities – participate in the VFDA 127<sup>th</sup> Annual Convention at the Roanoke Hotel & Convention Center on Sunday, June 14- Wednesday, June 17, 2015.

Our website will be updated with the latest sponsorship, exhibitor information and floor plan assignments. We hope you will join us for what promises to be a fantastic 2015 convention! Visit: [www.vfda.net](http://www.vfda.net) and click on "Convention" for the latest details, and please let us know your e-mail address so we can share updates with you as the convention dates approach.

Sincerely,  
**Lacy S. Whittaker**  
Executive Director

### SPONSORSHIP FORM

Yes, I will support the 127<sup>th</sup> Annual VFDA Convention with a sponsorship of \$ \_\_\_\_\_

Please indicate if type of sponsorship: \_\_\_\_\_

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

Firm/Company Name: \_\_\_\_\_

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

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

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

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

**PAYMENT:**     VISA     MC     AMEX     Discover    Expires: \_\_\_\_\_

Card #: \_\_\_\_\_ 3 or 4 digit code: \_\_\_\_\_

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

*Please return by mailing or faxing your form to: VFDA P.O. Box 395 Hanover, Virginia 23069 OR Fax: (804) 264-3260*



## SPONSORSHIP SOLICITATION

DATE	ACTIVITY	SPONSOR
<b>MONDAY, JUNE 15</b>	<b>OPENING RECEPTION WITH EXHIBITORS</b> .....	<b>\$10,000</b>
	Includes signage, website recognition, <i>Bulletin</i> recognition, acknowledgement convention program	
	<b>“TASTE OF ROANOKE” FAMILY OUTING</b> .....	<b>\$3,000</b>
	Includes signage, website recognition, <i>Bulletin</i> recognition, acknowledgment convention program	
<b>TUESDAY, JUNE 16</b>	<b>EDUCATIONAL SESSIONS - ANNUAL BUSINESS MEETING WITH MOTIVATIONAL SPEAKER</b> .....	<b>\$5,000</b>
	Includes signage, website recognition, <i>Bulletin</i> recognition, acknowledgement in convention program	
	<b>FAREWELL BANQUET/INSTALLATION</b> .....	<b>\$5,000</b>
	Includes signage, website recognition, <i>Bulletin</i> recognition, acknowledgement in convention program	
<b>CONVENTION SUPPORTERS</b>	<b>DIAMOND SPONSORSHIP</b> .....	<b>\$10,000</b>
	<b>PLATINUM SPONSORSHIP</b> .....	<b>\$5,000 - \$9,999</b>
	<b>GOLD SPONSORSHIP</b> .....	<b>\$1,000 - \$4,999</b>
	<b>SILVER SPONSORSHIP</b> .....	<b>\$100 - \$999</b>
	Includes signage, website recognition, <i>Bulletin</i> recognition, acknowledgement in convention program	

### SPONSORSHIPS TO DATE *as of March 9, 2015*

Federated Insurance .....	<i>Past Presidents Luncheon</i>
SCI .....	<i>Service of Remembrance - Reception</i>
ASD-Answering Service for Directors .....	<i>Convention Supporter</i>
Bass-Mollet Brian Wigglesworth .....	<i>Platinum Sponsor</i>
Funeral Source One & American Mortuary Coolers . . .	<i>Platinum Sponsor</i>
Funeral Service Credit Union .....	<i>Convention Supporter</i>
Settle Professional Vehicles and Conaway .....	<i>Service of Remembrance - Service</i>
National Funeral Directors Association .....	<i>Gold Sponsor</i>
Southwest Virginia Funeral Directors Association . . . .	<i>President's Welcome Reception</i>

**For more information or to become a sponsor contact the VFDA office at (804) 264-0505.**

# 2015 LEGISLATIVE UPDATE

After much discussion during the 2014 interim, the leadership of the Virginia Funeral Directors' Association, (VFDA), adopted a 2015 Legislative Agenda. The items decided upon were:

1. **Physicians – Timely Signing of Death Certificates: Reiterate Penalties for Failure to Comply; and**
2. **Require “Manager of Record” for Transportation Companies, both patroned by Delegate Ron Villanueva; and**
3. **Technical changes to 2014 GA Session “unclaimed” legislation patroned by Senator K. Alexander. VFDA also monitored legislation that we did not proactively pursue, but might directly impact the funeral director industry.**

Our proactive legislation was mostly successful, even the “timely signing” legislation (which did not pass), as it brought the issue to the attention of many members of the General Assembly.

This will serve us well moving forward on issues of utmost importance to VFDA. Additionally, it evoked commitment from Ann Hughes, internal government rela-



tions person for Medical Society of Virginia (MSV) and Scott Johnson, the MSV external government relations person, to work with VFDA to encourage physicians to enroll in the Electronic Death Registry System (EDRS) that debuted last October. They have also committed to working with VFDA to help educate physicians who have chronic issues with timely signing of death certificates. Several pieces of legislation were followed during this General Assembly Session. The table at right shows the bills and status of the legislation.

## Blue Ridge Funeral Directors Association

**President:**

**Jonathan Arritt**

Arritt Funeral Home, Covington  
arrittfh@aol.com

**Vice President:**

**Tony Mullins**

Vaughn-Guynn-McGrady Funeral Home,  
Hillsville  
ttbn@embarqmail.com

**Secretary/Treasurer:**

**Megan Conner**

Lotz Funeral Home, Salem  
Megan.Conner@carriageservices.com



Narrows

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

*Installations in July*

Bills	Committee	Last action	Date
<b>HB 1432 - Cole</b> - Health care providers; regulation, prohibited acts, Class 1 misdemeanor.	(H) Committee for Courts of Justice	(H) Left in Courts of Justice <b>DEAD</b>	02/10/15
<b>HB 1435 - O'Bannon</b> - Physician assistants and nurse practitioners; appointment as medical examiners.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>HB 1607 - Garrett</b> - Medicolegal death investigators; Chief Medical Examiner authorized to appoint.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>HB 1802 - Villanueva</b> - Certification of death; signing medical form, if not in timely manner Class 1 misdemeanor.	(H) Committee for Courts of Justice	(H) Left in Courts of Justice <b>VFDA PROPOSED LEGISLATION – DEAD</b>	02/10/15
<b>HB 1803 - Villanueva</b> - Surface transportation and removal service; registration, manager of record.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>VFDA PROPOSED LEGISLATION - PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>HB 1963 - O'Bannon</b> - Health Professions, Department of; disclosure of confidential information.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>HB 2123 - Head</b> - Funeral services; practice does not include sale of caskets.	(H) Committee on Health, Welfare and Institutions	(H) Left in Health, Welfare and Institutions <b>OPPOSED – DEAD</b>	02/11/15
<b>SB 864 - Chafin</b> - Cemeteries; access when located on private property.	(S) Committee on General Laws and Technology	(S) Stricken at request of Patron in General Laws and Technology (15-Y 0-N) <b>SUPPORTED – DEAD</b>	01/26/15
<b>SB 895 - Alexander</b> - Funeral Directors and Embalmers, Board of; clarifies definition of embalming.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>SB 951 - Alexander</b> - Disposition of dead bodies.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>VFDA PROPOSED LEGISLATION – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/26/15
<b>SB 1106 - Alexander</b> - Veterans; unclaimed remains.	(H) Committee on Health, Welfare and Institutions (S) Committee on General Laws and Technology	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/23/15
<b>SB 1434 - Hanger</b> - Dead bodies; disposition, identification of decedent.	(H) Committee on Health, Welfare and Institutions (S) Committee on Education and Health	(G) Governor's Action Deadline Midnight, March 30, 2015 <b>SUPPORTED – PASSED; AWAITING SIGNATURE OF GOVERNOR</b>	02/26/15

VFDA members who live in the districts of the legislators mentioned in the table above should contact those patrons to let them know you appreciate their interest in our industry and set an expectation (for example: "...we look forward to talking to you later this year about some of our issues...") that VFDA will be reaching out to them later this year on other important matters to the VFDA. It is especially important to let our patrons know we appreciate their efforts on VFDA's behalf. Handwritten notes, emails and calls will be appreciated reminders of our gratitude.



**Senator Kenny Alexander**  
 District05@Senate.Virginia.gov  
 120 West Berkley Avenue Norfolk, VA 23523  
 (757) 223-1333



**Delegate Ron Villanueva**  
 DelRVillanueva@House.Virginia.gov  
 P. O. Box 61005 Virginia Beach, VA 23466  
 (757) 216-3883

# VFDA Foundation Donations

Your donations to the Virginia Funeral Directors Association Foundation ensure the future of the funeral service profession. Your generosity enables students to pursue their educational studies in the funeral service profession. Donations also support current licensees across Virginia as they 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)

## Shenandoah Valley Funeral Director's Association

**President:**

**Charlie Rimel**

Henry Funeral Home, Staunton  
svfda00@gmail.com

**Vice President:**

Vacant

**Secretary/Treasurer:**

**Daniel Chapman**

Johnson Funeral Service, Bridgewater  
dchapmanp@gmail.com



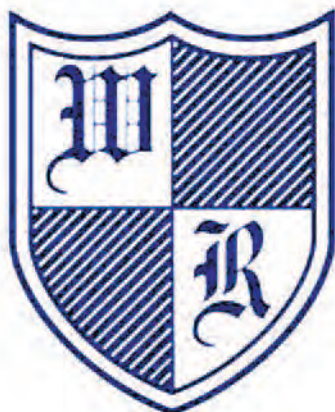
*Buena Vista*

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

*Installations third Thursday in May.*



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Dover, DE : (302) 734-7830

[www.Warfield-Rohr.com](http://www.Warfield-Rohr.com)

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Funeral Call Answering Service 888-239-0351 ..... 6	Provider Horizon Trust 800-248-4188 ..... 15	

## 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! **All funeral homes as well as suppliers can advertise with us. See pricing below.**

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 .....\$550
- 1/2 page ad .....\$800
- 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:

VFDA Office  
lwhittaker@vfda.net • 804-264-0505

### PUBLICATION

### ADS DUE

*The Bulletin* Magazine Jul|Aug|Sep      7/10/15

*The Bulletin* Magazine Oct|Nov|Dec      10/9/15

### 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)



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

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Owatonna, Minnesota 55060 | Phone 507.455.5200 | [www.federatedinsurance.com](http://www.federatedinsurance.com)

\*Not licensed in the states of NH, NJ, and VT. © 2015 Federated Mutual Insurance Company



**VIRGINIA  
FUNERAL DIRECTORS  
ASSOCIATION**

P.O. Box 395  
Hanover, VA 23069

.....> **ASSOCIATION NEWS**



## In Remembrance *January 24, 2015 - February 12, 2015*

**Helen J. "Sloanie" Green** *January 24, 2015*, Southside District  
**Jacob Carpenter "Jerry" Pence III** *January 26, 2015*, Shenandoah District  
**William Arlington "Billy" Hite, Jr.** *February 12, 2015*, Southside District

## 2015-16 Calendar of Events *(Subject to Change)*

- April 14, 2015** Virginia Board of Funeral Directors and Embalmers Meeting
- April 17 - 24, 2015** VFDA International Trip, Tuscany & the Italian Riviera
- April 26 - 28, 2015** Celebrant Training
- June 14 - 17, 2015** 127<sup>th</sup> Annual VFDA Convention, The Hotel Roanoke & Conference Center
- June 17, 2015** NFDA Certified Crematory Operators Training Hotel Roanoke
- July 12 - 15, 2015** NFDA Leadership Conference at Disney's Grand Floridian Hotel
- July 14, 2015** Virginia Board of Funeral Directors and Embalmers Meeting
- August 20 - 21, 2015** 2015 CPC Seminar
- October 2, 2015** Virginia Board of Funeral Directors and Embalmers Meeting
- October 18 - 21, 2015** NFDA International Convention, Indianapolis, Indiana
- June 18 - 22, 2016** 128<sup>th</sup> Annual VFDA Convention, Renaissance Portsmouth Hotel & Waterfront
- June 25 - 28, 2017** 129<sup>th</sup> Annual VFDA Convention, Williamsburg Lodge, Williamsburg, Virginia
- June 9 - 12, 2018** 130<sup>th</sup> Annual VFDA Convention, Boar's Head, Charlottesville, Virginia Conference Center

