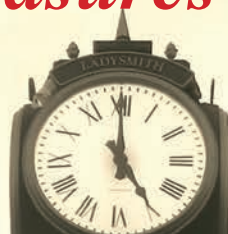


THE BULLETIN

OCT | NOV | DEC | 2016

VFDA Treasures Your Time



**President's Message:
Time Moves Fast**

4

**First Annual VFDA Day
January 23, 2017**

22



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ASSOCIATION



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Time Moves Fast

It is hard to believe that the wonderful colors of fall have arrived and the cold breath of winter is just around the corner. It's also hard to believe that four months have passed since being installed as your President. We live in such a fast paced life style now. Even with the modern conveniences such as computers, email, instant messaging, Facebook, skype, cell phones (that can do almost anything), twitter, etc. we find it hard to spend time with fellow coworkers, friends, and family as we once did. It has been wonderful seeing all of you at your district meetings and at your funeral homes. I am committed to meeting as many funeral homes in Virginia that I can during my year as President. Although, technology and social media are important and needed, that face-to-face interaction is a must for all of us from time to time.

Time flies by so fast we often look back and say where did it go, what did I do or what did I get accomplished? Sometimes the answers are easy and other times not.

As your President, I can say that we are trying very hard to make sure you know what has, is and will happen within the association with our numerous communication pieces that go out weekly. With a lot of help from Lacy and Abbey, I feel we are turning the corner to make sure you are even more informed of what is going on and that the membership dues you give to the VFDA are used wisely, conservatively, and will benefit you through continuing education, communication to keep you up to date on funeral related happenings, networking with other professionals around the state through the Winter Conference in Richmond and the annual convention, member discounts to places like Brooks Brothers, Office Depot, AmVantage, etc. but most importantly giving you a bigger voice with legislation during the Virginia General Assembly session. VFDA has a very strong voice as we have lobbyists, Angie Bezik and Julia Hammond who are very active in the Virginia General Assembly during session. They are very instrumental in advising us of legislation that could affect the funeral industry in a positive or negative way. Along with Angie and Julia, our legislative committee is dedicated in making sure any bill or amendment we support will be in the best interest of funeral homes and licensees. VFDA is often contacted by Virginia legislators to ask our opinion before they make a decision whether to support a bill or not. I appreciate you taking the time to respond to survey's sent and contact we make in asking for your feedback and stories of your experiences, these help our lobbyist on the hill to lobby for or against legislation.

In closing this message, I hope that each of you will continue to support the VFDA by attending the 129th Annual Convention in Williamsburg next year, attending the Winter Conference and our 1st VFDA Day in January, using the educational caravans and webinars throughout the year. It is my goal to bring meaningful continuing education programs to you in-person, through webinars, convention and during your district meetings. The VFDA convention this year will be packed with family outings, opportunities for networking, events for the "under 40" professionals and all of your required continuing education, all in one event.

Also, as I have stated in the past, THE TIME IS NOW for us to invite and talk with the younger professionals to become more involved with VFDA. If you as an owner or manager cannot attend a function through VFDA, why not let a new licensee or apprentice attend? It could be very beneficial to you and them.

I wish you and your family a wonderful and happy holiday season.

A handwritten signature in cursive script that reads "Larry Jones". The signature is written in black ink and is positioned below the main body of text.



What Does It Mean to Have Balance in Your Life?

As I approach my 10th year as Executive Director of the Virginia Funeral Directors Association, I often reflect on how we have moved from where we were on Staples Mill Road, to a management company and now as the leading funeral service professional organization in Virginia.

I am constantly thinking about how we can improve and maintain balance by meeting the needs of all of our members. I often search for the meaning of balance and how that applies to everyone's daily life. We are all very busy these days, trying to balance work and family life.

How do we offer programs and communications that meet the needs of all of our members? Some members like in-person meetings and programs; some prefer conference calls and webinars. Some members like electronic communications and some like to receive hard copies in the mail.

As an association, we are committed to meeting the needs of all of our members. Although change is needed and at times beneficial to our association, your membership and being part of the greater good is more important. I like to think balance is a way to organize, strategize, and maximize. Are we doing that as an association? I think we are!

When our members call on us, we respond. I hope you will take advantage of the programs, member benefits, and networking opportunities the VFDA has to offer. I would like to emphasize Larry Joines' motto for this year, "The Time Is Now."

The time is now to continue involving our younger generation of funeral service professionals and continue getting involved in your association. The VFDA and the VFDA Foundation are committed to developing programs that our young folks want to attend, and we are doing that at the Convention in Williamsburg.

Our "under 40" professionals will have an opportunity like no other at the 129th Annual VFDA Convention. It will be a great way for them to network, learn, and have fun all at the same time.

I hope each of you has a happy, healthy and safe holiday season. I encourage you to spend time with your families, life is so precious and we shouldn't wait one moment. I look forward to seeing you all at our 1st VFDA Day in January at the Virginia General Assembly.

Happy Holidays!

Lacy Whittaker

Blue Ridge Funeral Directors Association

President:

Megan Conner

Lotz Funeral Home, Salem

megan.conner@lotzfuneralhomesalem.com

Vice President:

Karen Conner Hall

Botetourt Funeral Home

karynfaith@hotmail.com

botetourtfuneralhome@gmail.com

Secretary/Treasurer:

Irvin Ray Sloan

Botetourt Funeral Home

iraysloan@hotmail.com



Salem, VA in the fall. Photo credit www.salemva.gov.

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

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Welcome, Dunkum Funeral Home!

The Virginia Funeral Directors Association welcomes our newest member firm, Dunkum Funeral Home. Dunkum Funeral Home was established in 1922 and lovingly serves families of Buckingham and the surrounding counties.

Dunkum Funeral Home, Inc. is a family owned full service funeral business, established by Julian C. Dunkum and his brother, J. Emmett Dunkum owners of J.C. Dunkum and Brother, General Merchants, Undertakers, Embalming and Motor Hearse. The funeral home is located in the Town of Dillwyn in beautiful Buckingham County, Virginia.

Julian Dunkum graduated from the Renouard School in 1923 and added embalmer to the list of services provided by the general merchants. Julian's wife, Janie, joined them as a licensed funeral director. As their funeral business grew, they both have renovated a local service station into the Dunkum Funeral Home. The original structure has been renovated and expanded many times and still serves as the funeral home.

In the 1940's the brothers, invited their nephew, Woodrow M. Dunkum to join their business. Woodrow attended the Gupton-Jones College of Mortuary Science, graduating in the class of 1949. He and his wife, Lou, purchased the funeral business and property in the 1960's. They added a 300 seat chapel in 1968.

Mark Dunkum began helping his father with removals when he turned 16 years old. Mark attended John Tyler Community College from 1972-1974. He served his internship at Woody Funeral Home and graduated in 1974 where he began work at Dunkum Funeral Home. His wife Karen Dunkum attended John Tyler Community College from 2011-2013 and graduated in 2013 and serves as licensed funeral service professional and embalmer at the funeral home. They both purchased the business in 1982.

The Dunkum Funeral Home has continued a tradition of quiet, thoughtful and knowledgeable services for the families that have entrusted their loved ones into their care. Dunkum Funeral Home offers a full range of services for families seeking a traditional funeral service and interment and also for those choosing cremation as a burial alternative. Dunkum Funeral Home continues to offer personalized service in planning a funeral that embraces the personality of the deceased and is a truly fitting tribute.



Dunkum Funeral Home is located in Dillwyn, VA.

The mission of the Dunkum Funeral Home is to offer the families they serve with a memorable tribute for their loved ones in a caring and

compassionate atmosphere, with compassionate staff ready to meet the needs of all families they serve during their most difficult time.

Again, we welcome our newest VFDA members, Dunkum Funeral Home.

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Fax: 434-983-6379
Karen Norman Dunkum
knd2331@gmail.com
dunkum@embarqmail.com

OCTOBER 2016 LEGISLATIVE UPDATE

Pre-2017 Legislative Session Update!



Senator Kenny Alexander



Delegate Ron Villanueva



Delegate Kirk Cox



Senator Emmett Hanger



Delegate Bobby Orrock

Above are pictures of the legislators VFDA worked closely with during the 2016 Legislative Session.

VFDA worked hard this past legislative session to achieve a number of items that would be beneficial to the funeral director profession. What we were able to secure was passage of legislation clarifying and denoting specific data can be changed on death certificates via affidavit vs. court order and budget language requiring the Virginia Department of Health/Vital Records to file a report with the Chairmen of the House Appropriations and Senate Finance Committees by October 1, 2016. The language in the budget stated, ***“The Department of Health shall report on efforts to address changes to the Electronic Death Registry System that would improve the system to make it easier for filing death certificates, address interoperability concerns by users and provide technical assistance to system users, and other improvements. The department shall report to the Chairmen of the House Appropriations and Senate Finance Committees by October 1, 2016.”***

At the October 11, 2016 EDRS Stakeholder Meeting, (formed as the direct result of the budget language), Debbie Condrey said that the report had been drafted and submitted to Commissioner Marissa Levine for her approval. Ms. Condrey said that until the time that it is approved, it is considered to be the “Governor’s Confidential Working Papers,” and she cannot release the report to us. She stated that the general layout of the report includes background on the issue, including stakeholders; that EDRS was created to be a voluntary use program; the challenges Vital Records has been made aware of; what is being done to address the challenges; the future of EDRS, including a recent NCHS grant; the financial information on original startup – allocated dollars and actual dollars as well as staff time used to create the program. She indicated that she will release the report for our review as soon as it is approved.

Vital Records has documented their efforts to address “the list” that VFDA compiled from stakeholders and has put them in a PowerPoint document. Debbie Condrey has asked that VFDA circulate the PowerPoint with the note that efforts are continuing, and it is a “living document,” subject to changes as they occur. That document will be posted to the VFDA website for your review – it is too large to include here.

There are a couple of notable updates. The first is the interoperability/interchangeability of username and password for the Prescription Monitoring and license renewal for health care provider programs. It was determined that because VDH uses third-party vendors, they will be unable to connect automatic registration of EDRS to these programs. However, Vital Records has received a grant and has begun a statewide plan to educate health care providers and launch with stakeholders (emergency physicians, family physicians, physician assistants, nurse practitioners, hospitals, etc...).

One of the concerns of VFDA members has been the compatibility of various browsers used to access the EDRS portal/information. Vital Records has started on this project and are working on the Internet Explorer 9-11 with “compatibility mode,” and working to make Internet Explorer 11 fully compatible (without compatibility mode). They are also working on Chrome, Safari and Edge. There are plenty of other updates, please go to the VFDA website for more.

As mentioned previously, Vital Records applied for and received a grant from Centers for Disease Control and Prevention (CDC) and National Center for Health Statistics (NCHS). The grant was awarded for a two-year performance period running through April 15, 2018. In that time, Vital Records *must* register at least 80% of deaths electronically through EDRS; train stakeholders and market the EDRS (including establishing an EDRS Stakeholders’ User Group – already done!); participate in stakeholders’ conferences and meetings; as well as develop web browser enhancements. They will be hiring three new people to do the statewide training and marketing of the EDRS. A PowerPoint detailing the grant called “Division of Vital Records Business Updates” will be posted to the VFDA website.

The VFDA Legislative Committee and Board of Directors have established the 2017 Legislative Agenda. Julia and Angie will be working diligently to secure patrons and move efforts forward. The items are:

- ✓ Mandating use of EDRS by State Medical Colleges (UVA & MCV)
- ✓ Streamlining court ordered changes to death certificates via Clerks of Court
- ✓ Allowing filing of death certificates at any Local Health Department

We have had a number of active members and hope that more VFDA members engage on the legislative front. Thank you all for what you do for the needs of your profession. Julia and Angie love working with VFDA and look forward to engaging more members to facilitate the outcomes on behalf of your profession. Please make sure to come to Richmond for VFDA Legislative Day.

ELECTIONS

Election Day was November 8. VFDA hopes all of its members participated in the electoral process. In Virginia, besides the Presidential and some Congressional seats, we had a couple of special elections for the General Assembly. Following Election Day, we may have a few more special elections. The Virginia House of Delegates will have their election November 2017 along with Governor, Lt. Governor and Attorney General. The House and The Virginia Senate will all be up for elections again in November 2019.

In the Senate, currently two seats are open. Former Senator (Now Mayor of Norfolk) Kenny Alexander’s seat is open. Delegate Lionell Spruill (D), is the lone candidate for the VA Senate – 5th District Seat. Senator John Miller passed away in April of this year leaving VA Senate District 1 open. There are three candidates, Delegate Monty Mason (D), John Bloom (Contitution Party), and Thomas Holston (R), with Delegate Mason the likely winner.

There may be two Virginia Senate seats vacated due to Congressional races. Senator Donald McEachin (D) and Senator Tom Garrett (R) are each running for Congressional District 4 and 5 respectively. Each are likely winners for those seats.

The House of Delegates will have special elections as well, due to this November’s elections. Delegate Scott Taylor (R) vied and won the primary against longtime 4th Congressional District Representative Randy Forbes for the 2nd Congressional District seat being vacated by Congressman Scott Rigell. He is running against newcomer Ms. Shaun Brown (D). Taylor is the likely win. This will leave Taylor’s Virginia House District 85 open. Currently Norman “Rocky” Holcomb (R) and Cheryl Turpin (D) have each filed to run for this seat.

Delegate Ron Villanueva (R), has had Independent, Bill Haley, file against him for the 21st House District race. Haley ran against Senator John Cosgrove for the Senate District 14 seat last year.

WELCOME NEW MEMBERS!

FIRM

Dunkum Funeral Home
P.O. Box 685
Dillwyn, VA 23936
Phone: 434-983-2037
Fax: 434-983-6379
Karen Norman Dunkum
knd2331@gmail.com
dunkum@embarqmail.com

AFFILIATE

James Ruggerio
Lakeland Preneed Planning LLC
255 Cattle Scales Road
Waynesboro, VA 22980
Phone: 540-470-0611
jruggerio@lakelandpreneedplanning.com

AFFILIATE

Star Smith
NewBridge Group
1 Peachtree Street, N E
Suite 1
Atlanta, GA
Phone: 404-249-9582
Fax: 888-317-2654
star@newbridgegroup.com

AFFILIATE

Tony Smith
LBNorthamerica
6 North Andrews Avenue
Suite 0
Ft. Lauderdale, FL 33039
Phone: 786-329-4681
tony@lbnorthamerica.com

MEMBER MOMENTS

Congratulations!



Congratulations to Sarae Joyner, VFDA Board Member, Parr Funeral Home, on the birth of her daughter! Sarae and her husband welcomed their third daughter, Eden Leigh, on October 20, 2016. Eden joins her big sisters, Ava and Eila. Congratulations, Joyner Family!

Congratulations!



Congratulations to Ray Sloan, Immediate Past President, Botetourt Funeral Home, on receiving his Certified Funeral Service Practitioner (CFSP) designation. Ray was recognized at the National Funeral Directors Association (NFDA) Convention in Philadelphia in October. Congratulations, Ray!

Congratulations!



Congratulations to Ted Castle, VFDA Chaplin, Castle Mortuary Services, LLC on his new location.

Mr. Castle's new location is in 1788 Island Road, Bristol, Va.

We wish you the best of luck!

National Funeral Directors Association (NFDA) Pursuit of Excellence Award Program

Each year, an elite group of funeral homes earn the Pursuit of Excellence Award from the National Funeral Directors Association (NFDA).

For 35 years, the NFDA Pursuit of Excellence Award has been a hallmark for funeral homes that are committed to providing exceptional service to grieving families and the community, while adhering to the highest ethical and professional standards.

The NFDA is pleased to announce that more than 160 funeral homes have earned the 2016 Pursuit of Excellence Award. This award is presented by NFDA annually to firms that have demonstrated a commitment to raising the bar on funeral service excellence by adhering to strict ethical and professional standards and providing outstanding service to families and communities.

"We offer our congratulations to all NFDA members that earned the 2016 Pursuit of Excellence Award," said NFDA President Bob Arrington, CCO. "The staff of these funeral homes demonstrate their commitment to the highest professional and ethical standards every single day. They have truly earned this award and we are proud to count them as members of NFDA."

To earn an NFDA Pursuit of Excellence Award, a funeral home must demonstrate proficiency in key areas of funeral

service, such as compliance with state and federal regulations; providing ongoing education and professional development opportunities for staff; offering outstanding programs and resources to bereaved families; maintaining an active level of involvement in the community; participating and actively serving in the funeral service profession; and promoting funeral home services through a variety of marketing, advertising, and public relations programs. Participants are also required to adhere to a Pledge of Ethical Practices.

NFDA will honor the 2016 Pursuit of Excellence Award Recipients on October 24 during the All-Star Recognition Ceremony, which will take place during the 80th NFDA International Convention & Exposition in Philadelphia.

Information about the NFDA Pursuit of Excellence program can be found by visiting www.nfda.org/pursuitofexcellence. Registration and application materials for 2017 will be available in late-October 2016.

The Virginia Funeral Directors Association would like to congratulate: Finch & Finch Funeral and Cremation Service, Altavista (First-Time Award Recipient); Morrisett Funeral & Cremation Service, North Chesterfield; and Seaver-Brown Funeral Service, Marion (Best of the Best Finalist)!



Central Virginia Funeral Directors Association

President:

Krystina Diman

Morrisett Funeral and Cremation Service
North Chesterfield
krys@morrisett.com

Vice President:

Jim Dunn

Woody Funeral Home, Richmond
william.dunn@dignitymemorial.com

Secretary/Treasurer:

Amaris Thomas

Welch Funeral Home Inc., Warsaw
welchfuneralhomeva@va.metrocast.net



Richmond, VA in the fall. Photo credit River City Food Tours.

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

The Benefits of VFDA Membership

ADVOCACY • MEMBER SUPPORT • EDUCATION • STRENGTH



A Voice

- Carry out legislative bills in the Virginia General Assembly
- Lobby on behalf of the funeral service profession
- Opportunity to meet key Virginia lawmakers at events



Continuing Education

More than 30 CE credits available at Annual Convention, Winter Conference, and Traveling C.E. programs



Communication

- The *Bulletin* magazine
- The website
- E-newsletter
- Daily emails



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Our mission is to serve our members by providing and promoting programs and services to enhance their ability to conduct their individual businesses successfully, with integrity, and through collective action; and to promote the extension and preservation of the profession.



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- VFDA members now have the advantage to shop for goods and services from the VFDA AmVantage program. This one-stop shopping program will save you time and money. Take advantage of the array of discounts and offerings from clothing to travel to insurance.

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- Federated Insurance offers property and casualty insurance, group health insurance, life insurance and risk management services.

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- Motorcycles, boats, RV's
- Personal Loans-Unsecured Loans

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- Hunter Warfield provides revenue recovery and risk mitigating services.

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- Funeral and cremation consultancy services by the nation's foremost expert, Mike Nicodemus.
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- SERVPRO is a proud sponsor of the American Red Cross Ready Program. We provide emergency response plans, customized to each specific building. This service is provided at NO COST! We provide a copy to the business in print and offer the same on mobile apps.

Treasured Memories®

- Treasured Memories® is an alliance of independent funeral homes throughout the United States.
- Our rewards program can be used at 195 retail merchants.
- We offer consulting services to achieve greater success operating our funeral homes. We can help grow profits through merchandising, pre-arranging future business and reducing accounts receivables.
- Inform Treasured Memories you are a member of the VFDA when signing up and they will make a contribution to the VFDA Foundation.

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Virginia Funeral Directors Association Will Host National Funeral Director's Association Certified Crematory Operators Program

The Virginia Funeral Directors Association (VFDA) is pleased to host Mike Nicodemus at the 9th Annual VFDA Convention on Wednesday, June 28, 2017 at the Williamsburg Lodge to present the National Funeral Directors Association's (NFDA) Certified Crematory Operators Program.

The NFDA's Certified Crematory Operators program is for every funeral home who offers cremation services to their families. The program covers everything from ethics and service to operations and liability, and much more...from the funeral director's point of view! Whether you currently own or operate a crematory, are thinking of opening one, or want to evaluate a third-party crematory, this is the training for you!

As part of the program, you will receive a "Cremation Standards for Funeral Service Professionals" book, seven hours of approved continuing education credits, CCO certificate after the completion of the online test, and certification benefits. This program covers review of the "NFDA Cremation Standards for Funeral Service Professionals" text, PowerPoint overview, interactive discussions led by the facilitator, and break-out groups to help candidates prepare for the certificate test.

Mike Nicodemus is vice president of cremation services for the NFDA. He is a licensed funeral director and former vice president of cremation operations at Holloman-Brown Funeral Homes & Crematory where he worked for 34 years. Nicodemus is licensed to practice in the state of North Carolina, and the Commonwealths of Pennsylvania and Virginia.

NFDA Certified Crematory Operators Program Pricing:
All are welcome to attend, you do not have to be a VFDA member to attend.

NFDA Member - \$495 (CE)
Non-member Funeral Director - \$655 (CE)
Non-Funeral Director - \$495 (No CE)
Student Member* - \$160 (No CE)

*Online registration is not available for students. Please call 800-228-6332 to register. Special pricing is available for multiple attendees from the same firm and active-duty military. Please call 800-228-6332 for details.

Visit the National Funeral Directors Association website (www.nfda.org/education/certified-crematory-operator-program) for more information.

Come early and join us for the Virginia Funeral Directors Association's Annual Convention at the Williamsburg Lodge in Williamsburg, Va from June 25-28, 2017. Additional information and registration will be posted on the events page of the VFDA website (www.vfda.net). This event is designed with the entire family in mind!

Refreshments and lunch are provided.

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This year's 129th Annual Convention will be one of the best the Virginia Funeral Directors Association has organized. The Colonial Williamsburg area is packed with activities, dining, and shopping for every member of your family. We are excited to bring you organized excursions each day for you, your family, and funeral service friends to enjoy. The convention's committee is working hard to finalize the schedule of events, outings, and programs!

Get the most up-to-date information from the VFDA website (www.vfda.net).

Sunday, June 25, 2017 *Times and events are subject to change.*

- 8:30 a.m. - 9:30 a.m. Board of Directors Meeting
- Sunday Excursion Options - Times Vary (TBD) Williamsburg Winery Tour, Busch Gardens/Water Country USA, Lunch at Riverwalk Restaurant & Private Afternoon Cruise (price per person)
- 2:00 p.m. - 4:00 p.m. Registration
- 4:00 p.m. Check-in - Williamsburg Lodge
- 6:00 p.m. - 8:00 p.m. "Under 40 Funeral Service Professionals" Continuing Education and Outing at Alewerks Brewing Company (transportation provided) (1.0 Continuing Education Credit)
- 6:00 p.m. - 7:00 p.m. President's Welcome - Williamsburg Lodge
- 7:00 p.m. Fife & Drum Escort to Shield's Tavern and Restaurant* (price per person, pre-registration is required)
- 9:00 p.m. - Midnight Hospitality Suite - President's Suite, Room 4115

*Please wear comfortable walking shoes. A parking lot is available across from Shield's Tavern and Restaurant for those who wish to drive.

Monday, June 26, 2017 *Times and events are subject to change.*

- 8:00 a.m. - 4:00 p.m. Exhibitor Set-Up (light refreshments provided)
- 9:00 a.m. - 2:00 p.m. Registration
- 10:00 a.m. - Noon Colonial Williamsburg Walking Tour (price per person)
- 10:00 a.m. - 11:00 a.m. Opening Session - Keynote Speaker (1.0 Continuing Education Credit)
- 11:00 a.m. - Noon Virginia Laws and Regulations, Lynne Helmick (1.0 Continuing Education Credit)
- Noon - 1:30 p.m. Networking Lunch and Tea Social, Williamsburg Inn (This event is ticketed and pre-registration is required.)
- No Past President Luncheon (invitation only)
- 2:30 p.m. - 3:30 p.m. Service of Remembrance
- 3:30 p.m. - 4:30 p.m. Service of Remembrance
- 5:30 p.m. - 7:00 p.m. Exhibit Hall Opening and Cocktail Reception
- 7:00 p.m. - 9:00 p.m. Car Dealers Cookout (Weather permitting this event will take place directly outside the exhibit hall.) (This event is ticketed and pre-registration is required.)
- 9:00 p.m. - 10:00 p.m. Under 40's Networking Social, Sweet Tea & Barley (This event is open to all attendees.)
- 9:30 p.m. - Midnight Hospitality Suite - President's Suite, Room 4115

(schedule continued on page 17)

(schedule continued from page 16)

Tuesday, June 27, 2017

Times and events are subject to change.

- 7:30 a.m. - 2:00 p.m. Registration
- 8:30 a.m. - 9:30 a.m. Annual Business Meeting (1.0 Continuing Education Credit)
- 10:00 a.m. - Noon Exhibit Hall Open
- 11:00 a.m. - Noon Strolling Lunch on the Exhibit Hall Floor*
- Noon - 1:00 p.m. Preneed (1.0 Continuing Education Credit)
- 1:00 p.m. - 2:00 p.m. Closing Session - Keynote Speaker (1.0 Continuing Education Credit)
- 2:00 p.m. - 5:00 p.m. Family Fun Afternoon
- 7:00 p.m. Cocktail Social
- 7:30 p.m. - 9:30 p.m. Banquet and Awards Ceremony (ticketed event)

*Door prizes and a grand prize drawing will take place while the exhibit hall is open. Must be present to win.

Wednesday, June 28, 2017

Times and events are subject to change.

- 8:30 a.m. - Noon Registration
- 8:00 a.m. - 9:00 a.m. Breakfast with Virginia Funeral Supply Association (VFSA)*
- 10:00 a.m. VFSA Golf Outing, Golden Horseshoe Golf Club
- 9:15 a.m. - 5:15 p.m. Crematory Operators Training (lunch included)**

*This event will take place on the golf course lawn prior to the golf tournament. All attendees are welcome to attend.

**For more information on the Crematory Operators Training, see page 15.

Additional activities and excursions may be made through the Williamsburg Lodge concierge. Travel brochures will be provided in the registration bags.

Northern Virginia Funeral Directors Association

President:

Valerie Armstrong

George P. Kalas Funeral Home
Oxon Hill, MD
armstrong0976@yahoo.com

Vice President:

Jordan Wince

Fairfax Memorial Funeral Home
jwince@fmfh.com

Secretary/Treasurer:

Chad McGinn

Murphy's Funeral Home
Arlington, VA
chad.mcginn@sci-us.com



Arlington National Cemetery in the fall. Photo credit Arlington National Cemetery.

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

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16.18 Ed Date: 11/15 *Not licensed in the states of NH, NJ, and VT. © 2016 Federated Insurance



Sponsorship Opportunities

Levels of Sponsorships:

Platinum \$4,001-10,000

Listing on website/Bulletin/convention materials and signage

4 tickets Monday evening social (cookout dinner)

4 tickets to the Inaugural Banquet and Awards Ceremony (Tuesday evening)

Gold \$2,001-4,000

Listing on website/Bulletin/convention materials and signage

2 tickets Monday evening social (cookout dinner)

2 tickets to the Inaugural Banquet and Awards Ceremony (Tuesday evening)

Silver \$500-2,000

Listing on website/Bulletin/ convention materials and signage

2 tickets Monday evening social (cookout dinner)

Bronze up to \$500

Listing on website/Bulletin/ convention materials and signage

Yes, I will support the 129th Annual VFDA Convention \$ _____

Contact Name: _____

Firm/Company Name: _____

Address: _____

City: _____

State: _____ Zip Code: _____

Phone: _____

Fax: _____

E-mail: _____

PAYMENT: Visa MC AMEX DISCOVER

Name on the Card: _____

Card Number: _____

Exp: _____ 3 Digit Code: _____

Signature : _____

Virginia Funeral Directors Association P.O. Box 395 Hanover, Virginia 23069	Phone: 804-264-0505 Fax: 804-264-3260 E-mail: info@vfda.net
We appreciate your support of the 129th Annual VFDA Convention!	

Virginia Funeral Directors Association Supports Breast Cancer Awareness

The Virginia Funeral Directors Association joined in with over 7,000 walkers helping raise over \$325,000 for breast cancer research on October 16, 2016 in Richmond, Va.

The VFDA wishes to extend appreciation and thanks to those who made donations to "Making Strides Against Breast Cancer."

- Larry Joines, Bassett Funeral Service, Bassett
- Mike Nicodemus, Nicodemus & Associates, Virginia Beach

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

The Virginia Funeral Directors Association hosted its annual "Virginia Night" dinner during the National Funeral Directors Association International Convention in Philadelphia, Pa. on October 24, 2016. Over 45 association members and guests enjoyed a three course dinner at McCormick & Schmick's restaurant. A special thank you to Batesville for hosting the bar that evening.



Shenandoah Valley Funeral Directors Association

President:

Mark Fridley

Arritt Funeral Home, Inc.

arrittfuneralhome@arrittfuneralhome.com

Vice President:

Jay McIntyre

McMullen Funeral Home

mcmullenfh@comcast.net

Secretary/Treasurer:

Bradley Howdyshell

Thacker Brothers Funeral Home

bradley@thackerbrothers.com



Cedar Hill Cemetery in Covington, Va. Photo credit www.covingtonva.us.

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

Value-Added Benefits

with Optima Health Association Plans

If you are a dues-paying member of the **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 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 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, 804-931-6646

robert.kelly@hbwinc.com

For additional information, please contact Suzanne Stewart with Optima Health at (757) 552-8363 or visit 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



Health Reform Questions?

Visit www.optimahealth.com/healthreform

VFDA Winter Conference / VFDA Day



The Virginia Funeral Directors Association is hosting its Annual VFDA Conference and 1st VFDA Day at the Virginia General Assembly. You do not

want to miss this valuable legislative opportunity and networking event. The conference will open with dinner with legislators on Sunday at the Tobacco Company Restaurant followed by a day long program on Monday where we are hosting meetings at the General Assembly Building and observing committee meetings.

The conference is open to all funeral service professionals, suppliers, students and guests.

Register Today!

\$175 for VFDA members/
\$50 for students/\$220 for non-members. \$85 per person for Sunday evening's dinner

5 continuing education credits

Sunday, January 22, 2017

4:30 p.m. VFDA Registration, Omni Richmond Hotel Lobby (pick up packets & VFDA pin)

5:30 p.m. Cocktails Tobacco Company Restaurant

6:00 p.m. Dinner with Legislators Tobacco Company Restaurant

Monday, January 23, 2017

7:30 a.m. Registration

8:00 a.m. Breakfast at the Omni

8:45 a.m. Meet VFDA shuttle, Omni Richmond Hotel Lobby

9:00 a.m. Arrive at GAB

9:30 a.m. VFDA Legislative Update, Angie Bezik and Julia Hammond, GAB, 4 West Conference Room (1.0 CE)

10:30-1:00 p.m. Meeting with Legislators/ Committee Sessions/ Caucus/ Floor Session, GAB, 4 West Conference Room (1.0 CE)

1:00 p.m. Meet Shuttle back to Omni

1:15-2:15 p.m. Lunch at the Omni with Bob Holsworth speaker (1.0 CE)

2:15-3:15 p.m. Laws & Regulation, Lynne Helmick, (1.0 CE)

3:15-4:15 p.m. Preened, RSS (1.0 CE)

4:30 p.m. VFDA Board of Directors Meeting

Registration Form

Name: _____

Guest(s) Name: _____

Funeral Home/Company: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Fax: _____

E-mail: _____

METHOD OF PAYMENT

Amount Enclosed: \$ _____

Check Enclosed (Payable to VFDA)

VISA MasterCard JAMEX

Discover

Card Number _____

Exp. Date _____ Sec. code _____

Name on Card _____

Signature _____

____ Yes, I would like to sponsor cocktails during the Sunday evening dinner in the amount of \$ _____.

P.O. Box 395, Hanover, VA 23069

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

info@vfda.net

Virginia Funeral Directors Association Winter Conference and VFDA Day January 22-23, 2017

The Virginia Funeral Directors Association is hosting its Annual VFDA Conference and 1st VFDA Day at the Virginia General Assembly. You do not want to miss this valuable opportunity and networking event. The conference will open with dinner with legislators on Sunday, January 22, 2017 at the Tobacco Company Restaurant. On Monday, January 23, 2017, there will be a day-long program including meetings at the General Assembly Building and observing legislative committee meetings.

The conference is open to all funeral service professionals, suppliers, students, and guest. The VFDA is offering 5 continuing education credits for this conference. See page 22 for a schedule of events and registration form.

Sleeping room reservations can be made by contacting the Omni Richmond Hotel. The hotel is located at 100 South 12th Street, Richmond, VA 23219.

Sleeping room rate: \$153 (Single/Double)

All reservations MUST BE made by Monday, January 9, 2017.

To make reservations, contact the Omni Richmond Hotel at 1-800-THE-OMNI. When calling, please reference the VFDA group name VFDA WINTER CONFERENCE.

You can also reserve your room online by visiting: <https://www.omnihotels.com/hotels/richmond/meetings/vfda-winter-conference>.



Virginia State Capitol in the snow. Photo credit Virginia General Assembly Flickr.

Southside Funeral Directors Association

Co-President: Kevin Brown
Finch & Finch, Inc., Altavista
kbrown51885@gmail.com

Co-President: Paul Spiggle
Robinson Funeral Home, Appomattox
spigglefam@aol.com

Vice President: Chris Neal
Wrenn-Yeatts Funeral Home, Danville
chrisapril617@verizon.net

Secretary/Treasurer: Les Powell, III
Powell Funeral Home, South Boston
lespowell111@gcronline.com



Danville, VA in the fall. Photo credit www.danvilleva.gov.

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



NFDA's Only Endorsed Collection Agency

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Hunter Warfield has delivered higher paying collection results to funeral homes and major corporations since 1983. As **NFDA's only endorsed collection agency**, we proudly work with over 2000 funeral homes throughout North America. The services we provide help our clients meet their bottom line.

Experience

- Experienced collectors are dedicated to the collection of funeral accounts in a respectful yet persuasive way.
- We have collected funeral related debt for over 25 years and we know understand your business.

Industry Knowledge

- In-house legal counsel and compliance directors
- Fully staffed legal team
- Licensed, bonded and insured where required to provide nationwide collection coverage
- 24/7 online placement and report access
- Free credit reporting
- Multiple payment options available for your customers to pay quickly

Results

- We have successfully collected over \$20 million for our funeral home clients.

Call 800.509.5542 today to get started!
The best part is, you don't pay if we don't collect!



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Southwest Funeral Directors Association

President:

Jamie Broadwater

Gate City Funeral Home

Gate City

jamie@gatecityfuneral.com

Vice President:

Vacant

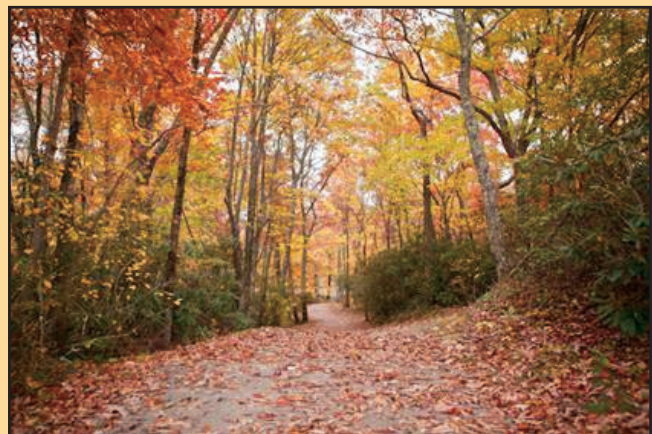
Secretary/Treasurer:

P. Martin Hagy

Hagy & Fawbush Funeral Home Inc.

Norton

info@hagyfawbush.com



Flag Rock pathway in Norton, Va the fall. Photo credit www.nortonva.gov.

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

Advertise with VFDA!

The VFDA is the leading state trade association for the funeral profession. Advertise today in our online membership directory, on our website: www.vfda.net, and in our *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

<i>The Bulletin</i> Magazine Jan Feb Mar	2/8/17
<i>The Bulletin</i> Magazine Apr May Jun	3/15/17
<i>The Bulletin</i> Magazine Jul Aug Sep	7/7/17
<i>The Bulletin</i> Magazine Oct Nov Dec	10/13/17

INSTRUCTIONS:

1. Mail this form with payment information to VFDA, P.O. Box 395, Hanover, VA 23069 or email to info@vfda.net
2. Email your *Bulletin* ad as a high-resolution .pdf or .jpg file to lwhittaker@vfda.net



VIRGINIA
 FUNERAL DIRECTORS
 ASSOCIATION

For questions call the
 VFDA office at
 804-264-0505 or
 e-mail lwhittaker@vfda.net.



Virginia Funeral Directors Association

The mission of the VFDA PAC is to educate lawmakers on the important issues with the views and interests of all Virginia funeral service professionals. We believe it is crucial to our profession to gain legislators support and intend to do so through the PAC.

Tel: 804-264-0505

VFDA Political Action Committee

How Does a PAC Work for You?

- Allows VFDA to educate members of the Virginia General Assembly on the needs of funeral service professionals and securing their support.
- Allows VFDA to concentrate efforts on lawmakers who are members of the committees critical to funeral service issues.
- Gives VFDA representatives the opportunity to see key Virginia lawmakers at their campaign events and discuss our positions on important issues.
- Raises the visibility of funeral service provider's views, interests and concerns among lawmakers.

Importance of a Strong PAC

- A strong VFDA PAC is an important tool for building our relationship with Virginia's lawmakers to hear our voice and be heard each Virginia General Assembly session.
- Our PAC must have the resources available to help counter the message of those other groups.

How Do Politicians Use PAC Money?

Politicians cannot use official state resources (i.e. your tax dollars) toward their campaigns, so they rely on money contributed by individuals and PACS for campaign funds. PAC contributions are used to pay for campaign staff, commercials, signs, handouts, etc. Campaign money is heavily regulated and policed by the State Board of Elections.



Virginia Funeral Directors Association

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

By law, the VFDA PAC is not allowed to accept funding from the VFDA trade association. The PAC must raise its funds separately. **One hundred percent of contributions goes directly to candidates' campaigns to promote the visibility of your issues in Virginia.**

Name _____
 Address _____

 Phone _____
 Method of Payment MasterCard
 Check Discover
 Visa AmEX
 Credit Card # _____ Exp. date _____
 Signature _____ 3-digit Code _____

Contributions to the PAC are completely voluntary.

- I wish to donate \$48.00 to the VFDA PAC Fund
- I wish to donate \$_____ to the VFDA PAC Fund
- I wish to donate \$4 per month per firm employee

Please make checks payable to the VFDA PAC. Members are free to contribute any amount or no amount without reprisal. VFDA PAC contributions are not tax deductible. Individual and corporate contributions are welcome.

2016-2017 WEBINAR SERIES

The Virginia Funeral Directors Association is hosting a series of continuing education webinars for all funeral service professionals looking to obtain their continuing education credits from the comforts of their funeral homes.

"We understand that our funeral service professionals are very busy and it is difficult to receive all of their required continuing education credits, especially smaller firms," said Lacy Whittaker, VFDA executive director.

Whittaker continued, "we are excited to offer this series to those who prefer to use technology to get what they need."

The VFDA is working with current presenters and affiliate members to bring high-quality programs to our members. VFDA members and non-members are invited to register and take advantage of this year's series.

Please check the VFDA website and e-newsletter for the upcoming schedule of webinars.

NOMINATIONS

The Virginia Funeral Directors Association is calling for nominations for Board of Directors positions. As a reminder, to serve as a board member, your funeral home must be a member in good standing with the association. If you are interested in serving, please contact your district representative or the VFDA office. All districts will receive a letter from the VFDA office requesting your nomination.

Virginia Funeral Directors Association Board of Directors Positions :

- Second Vice President, Shenandoah District
- Central District Board Representative (3 year term)
- Northern Virginia District Board Representative (3 year term)
- Tidewater District Board Representative (3 year term)
- Two Vacancies - At-Large Directors (2 year term)
- Virginia Funeral Supply Association Representative (1 year term)

If you have any questions regarding any of the VFDA Board of Directors vacancies or would like to serve, please contact the VFDA office (804-264-0505).

Tidewater Funeral Directors Association

President: James Quinn

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

1st Vice President: Danielle Fitchett-Mann

Fitchett Funeral Home, Chesapeake
Dani23320@aol.com

2nd Vice President: Patricia Louis Sterling

Sterling Brook Funeral Home, Windsor
plouishorizon@msn.com

Secretary: Jamie Karpa

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

Treasurer: Bryan Graves

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



Downtown Norfolk, Va. Photo credit to Dwayne Blackwell.

1st Year Director: Steven Felton

Community Funeral Home
stevenfelton30@yahoo.com

2nd Year Director: Robie Gardner

Sturtevant Funeral Home, Suffolk
sturtevant@sfhva.com

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



• P.O. Box 395, Hanover, VA 23069 •
Phone: (804) 264-0505 Fax: (804) 264-3260 info@vfda.net

2017 Virginia Funeral Directors Association 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.

**** Award recipients and their guests must be registered for the Farewell Banquet installation of officers and awards ceremony on Tuesday, June 27, 2017 at the Williamsburg Lodge, Williamsburg, Virginia.**

Deadline to receive nominations is May 31, 2017.

Funeral Director of the Year

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, a tribute 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 whom 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.

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.

Deadline to receive nominations is May 31, 2017.

Golden Licensee Award

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 the Association's future, and have contributed greatly to its history and tradition. These individuals are association members in good standing.

Visit the convention page of the VFDA website (www.vfda.net) for the nomination form.



• P.O. Box 395 • Hanover • Virginia • 23069 •
Phone: (804) 264.0505 • Fax: (804) 264.3260

2017 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)
5. 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 subject to automatic disqualification.
6. All applications/essays must be postmarked by **June 2, 2017**. Late or incomplete applications will not be considered.
7. Scholarship 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 (First/Middle/ Last) _____

Address _____

City, State, Zip _____

Firm _____ Endorsement Signature _____

Telephone _____ Fax _____

Email _____



• P.O. Box 395 • Hanover • Virginia • 23069 •
Phone: (804) 264.0505 • Fax: (804) 264.3260

College(s) Attended

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

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

Current College Matriculation

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

Employment

Name of Employing Firm _____
Address _____
City, State, Zip _____
Duties Performed _____

Current Extracurricular Activities

Special Skills and/or Hobbies

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.

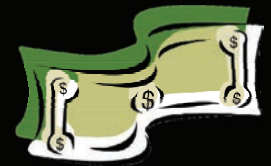
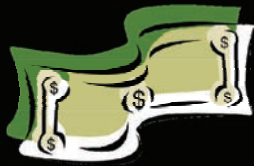
Signed _____ Dated _____
Witnessed _____

(Employer)

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

Virginia Funeral Directors Association Foundation RAFFLE

during the VFDA 129th Annual Convention!



Step right up and get your raffle tickets!

You aren't going to want to miss out on these great cash prizes!

First Place Winner gets \$1,000, Second Place Winner gets \$500, and Third Place Winner wins \$250!!

It's only \$10 a ticket and all worth it for the win!

You can fill out the information below OR buy your tickets on the VFDA website under the Events—> Convention tab!

Please fill out the information below

Name: _____ Funeral Home/Business: _____

Phone: _____ Email: _____

Payment Information

Number of Tickets: _____ Cash/Card/Check Amount: _____

Card Number: _____ Exp. Date: _____ 3-4 Digit Code: _____

Signature: _____

If you would like to turn in your Raffle flier prior to the 129th Annual Convention, you can send it to

VFDA

P.O. Box 395

Hanover, VA 23069

Or fax it to 804-264-3260

Or email it to info@vfda.net

If you send it via mail/email/fax, we will have your ticket ready when you arrive at the registration table



CENTRAL VIRGINIA FUNERAL DIRECTORS ASSOCIATION

Judith Randolph Minor Preddy - September 4, 2016
Pearl Carr Braxton - September 5, 2016
Myrtle Virginia Blake Davis Faulkner - September 30, 2016
Kim D. Aguilar - October 8, 2016
Warren B. Braxton - October 21, 2016

NORTHERN VIRGINIA FUNERAL DIRECTORS ASSOCIATION

George P. Kalas, Jr. - August 15, 2016
Mildred A. (McIntyre) Boisse - September 4, 2016
Janet T. Torchinsky - September 26, 2016

SOUTHSIDE DISTRICT

Ignatius Benedict Gerring, Jr. - September 25, 2016
Gary Milton Lavinder - September 24, 2016

SOUTHWEST FUNERAL DIRECTORS ASSOCIATION

Adam Lynn Light - July 11, 2016
Henry E. "Gene" Harris - October 9, 2016

VIRGINIA FUNERAL SUPPLY ASSOCIATION

Jimmy Lane Harris - September 20, 2016

Virginia Funeral Supply Association

President:

Cliff Blasius, Jr.

SinoSource
ccblaasius@verizon.net

1st Vice President:

Todd Dean

Richards-Wilbert, Inc.
todd@richardswilbert.com

2nd Vice President:

RD Monson

Homesteaders Life Company
rmonson@homesteaderslife.com

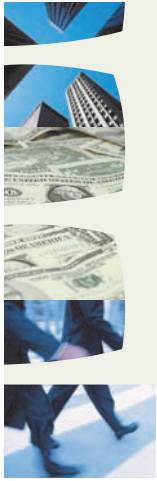


Secretary/Treasurer:

Lori A. Eanes

C&L Containers
lorianneanes@yahoo.com

Meetings and installations held in June during VFDA Annual Convention.



Continuing education

Virginia Funeral Directors Association

- *January 27, 2017—Roanoke—Virginia Western Community College, Natural Science Center, Room 3102 Colonial Ave., SW, Roanoke, VA 24015*
- *March 16, 2017 – Midlothian – John Tyler Community College, Midlothian Campus, 800 Charter Colony Parkway, Midlothian, Virginia 23114-4383, Hamel Hall, Room H109*
- *March 17, 2017 – Fredericksburg – Germanna Community College, Fredericksburg Campus, 10000 Germanna Point Drive, Room 105A Center for Workforce and Community Education, Fredericksburg, VA 22408*

Schedule of Events

9:30 a.m.	Registration
9:45-10:45 a.m.	Preneed Update, Regulatory Support Services (1.0)
10:45-11:45 a.m.	Virginia Laws & Regulations, Lynne Helmick, Virginia Board of Funeral Directors and Embalmers (1.0)
11:45 a.m.-12:15 p.m.	Lunch (provided)
12:15-1:15 p.m.	Tissue Donor Embalming in Under 30 Minutes with FormaZorb , Joshua Soffe (1.0)
1:15-2:15 p.m.	Ways to Improve Your Airbrush Technique, Daniel Chapman (1.0)
2:15-3:15 p.m.	Business Succession Planning, Federated Insurance (1.0)

**Registration Fee: \$165 for VFDA Members
\$265 for Non-Members
Includes 5 continuing education course credits and lunch**

****Classes must have a minimum of 10 attendees per class. If classes do not reach the minimum one week prior to the scheduled class date, the class will be canceled. ****

Questions? Contact the VFDA office at (804) 264-0505. Please return registration forms to P.O. Box 395, Hanover, VA 23069, fax to (804) 264-3260 or e-mail info@vfda.net.



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

Roanoke Midlothian Fredericksburg

Registration Fee \$165 Members and \$265 Non-Member

NAME: _____

FIRM: _____

ADDRESS: _____

CITY: _____ **STATE:** _____ **ZIP:** _____

PHONE: _____ **FAX:** _____

CELL PHONE: _____

EMAIL: _____

PAYMENT: VISA MC AMERICAN EXPRESS DISCOVER

NAME ON THE CARD: _____

CARD NUMBER: _____

EXPIRATION DATE: _____ **3-DIGIT CODE** _____

SIGNATURE: _____

VFDA members and non-members please mail or fax your registration today!

VFDA
P.O. Box 395
Hanover, VA 23069
Phone: (804) 264-0505 Fax: (804) 264-3260
info@vfda.net
www.vfda.net



**VIRGINIA
FUNERAL DIRECTORS
ASSOCIATION**

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Permit No. 870

2016 - 2017 VFDA Calendar of Events*

**subject to change*

December 22, 2016 - December 26, 2016	VFDA Office Closed for Christmas	
December 29, 2016 - January 2, 2017	VFDA Offices Closed for New Years	
January 19, 2017	VFDA District Officers Meeting	Conference Call
January 22, 2017 - January 23, 2017	VFDA Winter Conference	Omni Richmond Hotel - Richmond, VA
January 23, 2017	VFDA Board of Directors Meeting	Omni Richmond Hotel - Richmond, VA
January 27, 2017	Traveling Caravan	Virginia Western Community College - Roanoke, VA
February 16, 2017	VFDA District Officers Meeting	Conference Call
March 10	Traveling Caravan	John Tyler Community College - Midlothian, VA
March 20	Traveling Caravan	Germanna Community College - Fredericksburg, VA
March 30	VFDA District Officers Meeting	Conference Call
April 10	VFDA District Officers Meeting	Conference Call
April 20	VFDA Board of Directors Meeting	
May 18, 2017	VFDA District Officers Meeting	Conference Call
May 31, 2017	2017 VFDA Funeral Director of the Year Nomination Due	
May 31, 2017	2017 VFDA Golden Licensee Nomination	
June 10	VFDA Past Presidents Council Scholarship Application Due	
June 25-28, 2017	129th VFDA Annual Convention	Williamsburg Lodge - Williamsburg, VA
June 30	VFDA Board of Directors Meeting	Williamsburg Lodge - Williamsburg, VA
June 9-12, 2018	130th VFDA Annual Convention	Boar's Head - Charlottesville, VA
June 16-18, 2019	131st VFDA Annual Convention	Wyndham Hotel - Virginia Beach, VA

