

IN THIS ISSUE

HIGHLIGHTS
FROM THE
2017
TFDA/TFSSC
114TH
ANNUAL
CONVENTION

PRESIDENT'S MESSAGE

BRAD RIDGEWAY, PRESIDENT • TFDA BOARD OF DIRECTORS



Greeting TFDA Members,

I hope you are all enjoying the wonderful “dog days of summer” with kids out of school, vacations, and lots of busyness at home and in your business.

I want to send out a giant Thank-you to Steve Spann for his leadership over the past year. It has been a pleasure serving along with Steve and the entire Board. It has been a busy and productive year for TFDA as well as TFSI. My hope is that we can continue with the progress so that your membership continues to have value and we strive to make a positive difference to funeral service in Tennessee.

We had a wonderful convention in June and I got to see and visit with many of you. If you weren't there, you were missed. I hope you will make plans to be there next year. The annual convention has always been one of my favorite times of the year. As a child growing up, I loved attending each year and getting to see many folks that I only see once each year. I am thankful for the many men and women who have led our association through the years. There are countless people whom I have been inspired by and looked up to because of their dedication to this wonderful funeral service profession. We had the opportunity to recognize Wayne Coffey and Sue Gibson at the Grand Banquet this year for their lifelong contribution to funeral service. In honor of them and many others, I hope that you will walk beside me to do our part to continue the progress of our association and our profession. We are stronger and more effective as a whole.

I am truly humbled to be able to serve as TFDA President for the next year. I thank you for the trust you have placed in me and will do my best to uphold the duties of this office. The bar has been set high by Steve Spann and the many other leaders in TFDA down through the years. I just want to do my small part to continue the advancement of this fine association. I am reminded of our TFDA Mission Statement: “To be the Tennessee Funeral Professionals leadership advocate, through communication, education and legislation; thereby empowering the licensed funeral professional the ability to serve at the highest level”. I hope you will support TFDA and your Board of Directors as we strive to uphold this Mission Statement.

Let me take this time to encourage you to look at our TFDA/TFSI endorsed companies: Investors Heritage Insurance Company, Matthews-Aurora Funeral Solutions, and State Auto. Investors Heritage is a family operated preneed insurance provider that has been a TFDA supporter for many years. This endorsement has been very beneficial to TFDA thus far and I encourage you to use them for some of your preneed funding as it directly benefits our association. We are so thankful to have Matthews-Aurora Funeral Solutions as our Exclusive Premier Partner casket company. They provide unrivaled excellence in quality and superior craftsmanship as well as over one hundred and fifty years of international funeral knowledge and proficiency. State Auto Insurance Company is also here to meet any and all of your business insurance needs and they are available through local agents in your communities. Please take a moment to look into these endorsed companies as they contribute to the continued good health of our association.

Please let me know how I may be of service to you.

Sincerely,
Bradley W. Ridgeway

Our Mission:

To be the Tennessee Funeral Professionals leadership advocate, through communication, education and legislation; thereby empowering the licensed funeral professional the ability to serve at the highest level.

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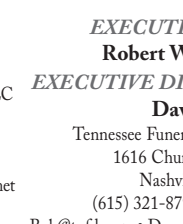
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2017 TFDA/TFSSC 114th Annual Convention

June 4 – 6, 2017

Embassy Suites Hotel & Conference Center, Murfreesboro, TN

The TFDA/TFSSC 114th Annual Convention was held at the Embassy Suites Hotel in Murfreesboro, TN, June 4 – 6, 2017. There were 50 exhibitors represented along with 100 TFDA member firms that supported the convention.

If you attended the convention, you had the opportunity to earned 10 continuing education credits. It began on Sunday, June 4th with two interesting but fun seminars. Jeff Duffer, SCI Area Director, and Sherica Newsom, Your Thyme & Occasion Catering, provided information on how to promote and market a hospitality/ catering program in the seminar, “Learning, Relearning and Unlearning – Embracing the Heritage of Funeral Service Hospitality in 2017”.

Mr. Todd Van Beck, John A. Gupton College, Director of Continuing Education, took the floor next with interesting, fun facts about the funeral industry. Mr. Van Beck’s seminar entitled “*Now You have the Rest of the Story!*”, needless to say, was informative but entertaining.

Rosemary Harrison, TFDA Memorial Service Chairman, did another wonderful job with the Memorial Service this year. Mr. Todd Van Beck served as the Convention Chaplain. In Mr. Van Beck’s service, he reminded us of how blessed we really are, even in times of loss. Mike Smalley and his daughter, Maisen Arner, and her husband Chauncey Arner, his father, Mr. Brian Arner, blessed us with their talents, singing “Down From His Glory”, “The Prayer”, and “Who Am I”.

Terry and Deborah Cain, Bass-Mollett sponsored the Memorial Service with the video and the loved one’s candles that were lit during the service. Filomena’s Florals sponsored the silk arrangements.

The Grand Opening of the Exhibits is always a big event. It could not take place without the support of the exhibitors and the sponsors: (Bold Exhibitors are also sponsors)

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For the ending of a great day, everyone attended the Investors Heritage Life Insurance Company Ice Cream Social. This was the first time that Investors Heritage hosted the Ice Cream Social and they did a outstanding job!



Monday, June 5th started with the TFDA Business Meeting. Your 2017 – 18 TFDA Board of Directors are Brad Ridgeway, TFDA President; Justin Jeffers, TFDA Vice President; Randy Nash, TFDA Secretary/Treasurer; TFDA Immediate Past President, Steve Spann; Marc Sims, TFDA West Director; Jeff Shackelford, TFDA West Director; Dale Layne, TFDA Middle Director; Mandi Marlin, TFDA West Director; Brent McNeeley, TFDA East Director; Laura Farrar Cantrell, TFDA East Director.



Richard S. "Dick" Morrison, received his 50 Years of Service plaque during the TFDA Business meeting.

Austin and Bell Funeral Home Honored as Tennessee's Oldest Funeral Home



Bob Bell, left, receiving acknowledgement plaque from outgoing Tennessee Funeral Directors Association President Steve Spann, right. This acknowledges Austin & Bell's 175th year in business. They are the oldest funeral home in Tennessee. Bell is the fifth generation owner. (Photo: Sean Patterson)

Austin and Bell Funeral Home is celebrating 175 years in Tennessee.

The business opened in 1842 as cabinet, furniture and casket maker. Eventually, its owners entered the funeral business, and generations have been in it ever since.

The Tennessee Funeral Directors Association honored the funeral home's legacy as the longest running funeral home in Tennessee on Monday, June 5.

Owner Bob Bell accepted the award, and expressed how grateful he is to be a part of a legacy.

"It (is) an honor to be able to carry on a business for that long," he said.

As a fifth generation owner, Bell said he sometimes feels the pressure of leading a business with so much history.

"But I'm happy with where things are going," Bell said.

Austin and Bell's now have five locations in Robertson, Cheatham and Sumner Counties.

In honor of the anniversary, the business is planning to hold a birthday celebration in September.

(Reprint permission from Robertson County Times)



Monday, June 5, 2017

TFDA Joint Luncheon

Mr. Allen Dave presented "Traditions in Transition"

Well what can we say? If you missed the TFDA luncheon and missed hearing the keynote speaker Mr. Allen Dave, well tough luck! Mr. Dave, who is a former student of Van Beck's captivated the audience with his sincerity, honesty and obvious love of our great profession. The message which Allen presented with a great amount of self-deprecation and humility was basically one funeral professional having a conversation with another funeral professional. Allen has forged ahead in his career in funeral service by implementing the lessons he learned as a wedding planner. The two career go hand in hand, and the relationship and the lessons to be learned by combining the two careers are most applicable to today's changing funeral service world. Allen was articulate, organized, and well spoken, and he is a consummate gentleman funeral professional. Many of the attendee's asked that TFDA bring him back which is a high compliment to be sure. TFDA's thanks Mr. Dave for his outstanding contribution to another outstanding TFDA experience.



David Bentley, Matthews/Aurora Retirement



During the convention, David Akard, Matthews/Aurora Representative, gathered several to present David Bentley with a plaque of appreciation.

Monday Night was one for the records! It was discussed we would try to beat last year's \$6,300 for the TFDA PAC Fund. There was a goal set for \$12,000. The Auction Committee, Eric Carpenter, Chair; Kandy Shackelford, Keith Stapleton, Tony South made it happen! During the Spring District Meetings, there was a competition mentioned between the West, Middle and East Districts. This competition was for bragging rights of which District could bring in the most and have the most sold. The totals are in:

East District

Contributed/ Winners = 24

Middle District

Contributed/ Winners = 31

West District

Contributed/ Winners = 34

Sales Club/Exhibitors

Contributed/ Winners 38



And the district winners are the WEST DISTRICT!

Thank you so much for all that participated and helped us make this huge goal!

Silent Auction Item	Contributor	Winner
One Cooler/Beer	Homesteaders Life	Anglin, Phillip
baked goods bsk. (sweet rolls)	Ridgeway Funeral Home	Bentley, David
KY party basket	Investors Heritage Life	Childress, Bob
Wreath and Urns	Filomena Florals	Christian, Chris
Velvetone Lotion	Dodge Company	Conder, Keith
Mother of Pearl Urn	Feezell Funeral Supplies	Conder, Keith
One Gray Urn Vault	Feezell Funeral Supplies	Conder, Keith
baked goods (sweet Jordan's)	Ridgeway Funeral Home	Elliott, Dawn
One White Urn Vault	Feezell Funeral Supplies	Farrar, Jack
Large Flower Pots	Spann Funeral Home	Galyon, Chris
Large Flower Pots	Spann Funeral Home	Galyon, Chris
Golf Package	Bob Childress	Grambling, Michael
Cherry urn and Keepsake	Ambulance & Coach Sales	Greene, Greg
Beach Packet	Shackelford Wayne Co.	Gregory, William
Starbuck's Basket	Murfreesboro Funeral Home	Grizzel, Roger
Movie Basket	Andi Pointer	Hamm, Seanna
Country Ham bsk.	Ridgeway Funeral Home	Hamm, Seanna
Lunch Gift Cards	Affordable Cremation	Hysmith, Tony
Country Ham (Clifty Farms)	Ridgeway Funeral Home	Jeffers, Justin
Folding Saw	Bob Childress	Jeffers, Richard
Hickman County Basket	McDonald Funeral Home	Layne, Dale

Summer Basket	Williamson/Spring Hill Funeral Homes	Layne, Dale
Wine/Golf package	Batesville Casket Company	Marlin, Mandi
Wine Basket	Farrar Funeral Home	Marlin, Mandi
Masters Print	Jeffers Funeral Home	McNeeley, Brent
Knife Set	Clark Grave Vault	Milliken, Randy
Snack Basket	Ridgeway Funeral Home	Moore, Mattie
Snack Basket	Yarbrough Mortuary Service	Moore, Nash
24 golf balls	Cost Segregation	Purcell, Jackie
Golf Towels	Glen King	Ridgeway, Eli
24 golf balls	Cost Segregation	Shackelford, Jeff
Poplar Wood Urn	Feezell Funeral Supplies	Shackelford, Jeff
Wine Basket	Karnes and Son Funeral Home	Sims, Angela
Kuric Coffee Maker/Carousel	Global Atlantic Financial Co.	Sims, Marc
Baked Goods Basket (sweet Jordon's)	Ridgeway Funeral Home	Sims, Marc
Taste of TN Basket	FDLIC	South, Tony
Civil War Book 1st Ed.	Great Western	South, Tony
Johnny Cash Art	Shackelford Funeral Directors	South, Tony
Float Trip	Young Funeral Home	South, Tony
12 Funeral Flags	Feezell Funeral Supplies	Spann, Steve
Elvis Canvas	Shackelford Funeral Directors	Stephens, Pam
Horse Drawn Print	Muster Coach	Summers, Brent
Clear Urn Vault	Wilbert Vaults of TN	Williams, Samantha Hood

Live Auction Item	Contributor	Winner
TN Casket	Matthews Aurora Funeral Solution	Balentine, Roger
One Adult Rocker	Cripple Creek Caskets	Bond, Tim
32" Samsung TV	Shields Professional Vehicles	Harrison, Rosemary
Dressing Table	American Mortuary Equip.	Hood, Garry
River Stone Spa 2 nights 2 bedrooms	Greater Knoxville Funeral Association	Hurt, Danny
River Stone Spa 2 nights 2 bedrooms	Greater Knoxville Funeral Association	Hurt, Danny
Child Rocker	Cripple Creek Casket Co.	Jeffers, Jennifer
Santa and Sleigh	Tony Hysmith	Jeffers, Richard
One Tackle Box	Dyersburg Funeral Home	Layne, Dale
Ball Bat	Cripple Creek Casket Co.	Lucas, Don
One Butter Churn	Holley-Gamble Funeral Home	Moore, Murry
One Skirted Chair	Randy Nash	Moore, Murry
Grilling Basket	Dyersburg Funeral Home	Poiner, Andi
One Yeti Cooler	Layne Funeral Home	Ridgeway, Brad
Two Night Rustic Cottage Stay	Shackelford Funeral Directors	South, Tony
One Aurora 20 ga.	Jennings and Ayers	Spann, Steve
20 ga. Silver Casket	Spann Funeral Home	Spann, Steve
18 ga. Plum Casket	Cremation & Funeral Solutions	Spann, Steve
Donation	Randy Nash	Randy Nash
Donation	Tony South	Tony South



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Tuesday, June 6, 2017 Morning TFDA Kids Camp!

There was something new and exciting added to this years convention, TFDA Kids Camp. Montrey Moore, Taylor Moore's wife, Dyersburg Funeral Home along with Angie Ridgeway, Brad Ridgeway's wife, Ridgeway Funeral Home, decided it was time for all the children of the convention and their parents to get acquainted. Montrey had an idea and TFDA ran with it. The children, of all ages, were invited. They had games and things you would do at a camp out. It was creative, entertaining and even some of the parents got involved with the story telling and craft making. This was something that Montrey put together in a couple of days. It turned out so well that Greg Rush asked if she would join the TFDA Convention Committee and continue the "TFDA Kids Camp"!



Every year at the Convention Grand Banquet, there are special people honored. This year the Tennessee Funeral Supply Sales Club honored Mrs. Sue Gibson, TFSSC President 1994 – 95.

MRS. SUE GIBSON

This is what was said about Sue at the banquet: "Sue Rose Gibson, a resident of Maryville, Tennessee, was the owner and co-founder of Rose Music Company – an East Tennessee family-owned company that specialized in selling instruments to families and churches for over forty-seven (47) years. Rose Music Company also provided pianos and organs to funeral homes all across Tennessee. Sue was a significant contributor to the Tennessee Funeral Supply Sales Club from 1984 to 2010. She was also a regular exhibitor representing Rodgers Instruments Corporation at the annual conventions for the Tennessee Funeral Directors Association (TFDA), the National Funeral Directors and Morticians Association (NFDMA), and the National Funeral Directors Association (NFDA).



Sue is married to Mr. Don Gibson who has been a licensed funeral director in the State of Tennessee for over fifty-seven (57) years. Sue has three sons and one daughter and is an active member of First Baptist Church in Maryville. Sue and Don are both currently retired, but enjoy pursuing their hobbies and spending time with friends and family at their lake house in Vonore, Tennessee.



MR. WAYNE COFFEY

The honoree for the Tennessee Funeral Directors was Mr. Wayne Coffey. Not only was Mr. Coffey honored but he also received his 50 Years of Service Plaque. This is a portion of what was said about Wayne:

During Wayne's teen years, he worked in the family funeral business. He initially kept the grounds, building and cars clean but very soon was introduced to the life of funeral business. Back in that day, the funeral home was also the area's ambulance service. Wayne quickly learned the peculiarities of the business. He felt his adrenaline flow as he rushed to wrecks, drownings, fires and other

emergencies. He was even dispatched at times to be a “taxi” service for some who had no transportation to the doctor. No local hospital was established in those early years, so many trips to the Knoxville hospitals took place. Many stories evolved as the necessity for speed on curvy roads, much like the stories of “Thunder Road”, took hold. Wayne also graduated from the University of TN in 1965 as a civil engineer. It was during these years that Wayne learned about his passion for flying. He was a member of his fraternity, Phi Gamma Delta. He still remains a UT sports fan. Wayne met and married the love of his life in 1965, Patricia (Simmons) Coffey. They would make the decision together, as they have throughout their marriage that they would choose to pursue the family business. Together they moved to Nashville so Wayne could attend John A. Gupton School of Mortuary Science. He graduated from there in 1966 as president of his class. They then returned to Claiborne County to begin their lives in the family business. He used his aeronautical skills to transport in the business, to travel and make contact with fellow funeral directors. He and his wife loved to travel and to snow ski. Flying allowed these to be easily accessed.

Another joy came to their lives in 1966 with the birth of their first-born, Lisa. They would later add two more daughters to their family, Cherie in 1969 and Melanie in 1972. His grandson, Josh, would later follow suit with Wayne’s love of flying.

Wayne took charge of the funeral business bringing new ideas and fresh eyes. Preneed became a big deal as prices of funerals continued to escalate. It was important to Wayne that it be “done right” in a trustworthy manner and that the families we served continued to feel trust and comfort from their association with Coffey Funeral Home. Wayne was fortunate to have made a lot of friends in the funeral business who also saw the needs of the funeral business in the same way.

He found an alliance with these fellow funeral directors in the Tennessee Funeral Directors Association, the TFDA. He was appointed by Gov. Ned McWherter in 1994 to serve as Chairman of the Tennessee Funeral Directors Regulatory Board. This organization would prove to be the avenue for funeral businesses to voice their concerns about the future of the funeral business. For most funeral homes, issues such as preneed, body preservation,



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profitability and product quality were important subjects. Regulation was key and a lobby to represent the funeral business was essential.

Wayne worked with many of the TN's small funeral business owners. They needed to find common ground and stick together to bring major issues to the forefront. Wayne became president of the TFDA in 1976-1977. He found many lifelong friends in this organization. They were instrumental in some of the preneed laws that remain in this state. They strengthened the quality of licensed funeral directors by working hand in hand with the TN legislature. They combined together to provide their employees' health insurance and to provide product "buying power". They formed that needed alliance that remains today.

Wayne served in the funeral business for over 50 years.

The TFDA is the strength of the future of funeral business. Wayne learned that we do have strength in our numbers to pursue the common goals of that business. Many new challenges have presented themselves: challenges like cremation, loss of loyalty, debt collection and cannibalization of preneed.

Grand Banquet entertainment was great!

Steve Spann decided he wanted "Dueling Piano's". Jeff Martin from Dickson, TN and Mike Smalley, Wilbert Vaults of TN and North Mississippi, did such a wonderful job. They had the audience singing and dancing to all the old songs we know and love.

Jeff Martin



Jeff was born and raised in Henderson, Ky. He currently lives in Dickson County Tennessee where he am the Director of Media and Communications / Worship and Music Assistant at FBC in Dickson. He also operate a recording studio and a piano tuning service. He has two children, Sarah (20), and Ben (15) He has released three gospel piano CDs, an adult contem-

porary CD, a Christmas CD entitled "Christmas Favorites", and most recently, "Close the Blinds," a contemporary Jazz CD.

Mike Smalley - Wilbert Vaults of Tennessee and North Mississippi

Mike has been part of Memphis and Nashville Wilbert since 2008. He started as the company representative specializing in the field of retaining wall production and distribution.

In 2010, Mike transitioned to the funeral side as sales representative for Jackson and Tupelo Wilbert Vault Company. Most recently, the Memphis Wilbert territory was added to his responsibilities.

Mike is a member of Tennessee Funeral Supply and Sales Club and currently serves as 2nd year Director-West Tn. Mike comes from a musical family and has performed since he was a child. He has been honored to perform at many Memorial Ceremonies at various State Conventions throughout the south. "Small Shack" is a local band in which he is a member, hired mostly for community events and weddings. One annual performance he has been a part of for over 35 years in his home area of Hardeman County, "Hee Haw and Howdy" which raises money for the American Cancer Society.

\$1,000.00 Cash Give-Away

Then the name was drawn for the Cash-Give Away, and the winner was Mrs. Becky Gandy, Ronnie Gandy's wife, Woodfin Funeral Chapel, Murfreesboro, TN!

We feel this was another successful convention. We hope you enjoyed yourself as much as we did putting it together.





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Don Lucas

Tennessee Regional Director



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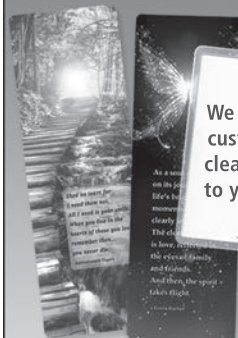
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TFDA does need to Thank:

Jeff Murphy, Music City Mortuary, he sends over two men and a van every year to get all the stuff from the TFDA office, to the hotel and back. Thank you so much for all your support every year!

Charles Ramos and Nate Parham from Music City Mortuary. They were so kind to move the TFDA office to and from the Embassy Suites Hotel. They take time out of their day to get the registration set up for the convention. They are so appreciated!

A special thank you to Mr. Tom Parsons! Each year he drives downtown to help with the convention office duties prior to the convention. When you come to pick your convention packets up at the registration desk, Tom has help put all those packets together.

Ms. Linda Yarbrough, Yarbrough Mortuary Service, Jackson, TN, has been the TFDA photographer for years. She is always in the back ground making sure she supplies us with memories and she does a wonderful job.

The TFDA Office would like to say thank you to Greg Rush, TFDA Convention Chairman. He is the one that makes everything run smoothly from the time we move into the hotel until the time we move out. He wears many hats to pull this off and we very much appreciate him.

Last but certainly not least, we would like to say thank you to Mr. Bob Childress, TFDA Convention Sergeant of Arms. You may not notice that he is at every convention. He is there to pick up the slack in any and every way. How do you say thank to someone that has been the foundation for so long but always behind the scenes.

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CONTINUING EDUCATION ON-LINE

John A. Gupton College has developed online continuing education courses. These courses have been approved for CEU hours by both Tennessee and Kentucky Boards. The online subjects range from funeral service history, embalming techniques, funeral home management, grief psychology and bereavement counseling. **For information concerning cost and program call 615-327-3927, go to our website at guptoncollege.edu or email admissions@guptoncollege.edu.**



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NFDA Arranger Training

Creating memorable customer experiences and life tribute events

Are you:

- *seeking ways to convey the value of the funeral?*
- *at a loss for words when families ask for direct cremation?*
- *fearful of where your firm will be in five years?*

Lacy Robinson, CFSP, NFDA director of member development, addresses these and other topics through the exclusive, new NFDA Arranger Training program. Learn how to make the most of the arrangement conference through a creative, five-step process you'll only discover here.

This high-energy, interactive program provides you with the tools you need to convey the value of the funeral to families and partner with them to design memorable life tribute events.

Through a combination of small- and large-group discussions, problem-solving and creative collaboration, you'll leave with fresh approaches and new ideas to transform your arrangement conferences.

You'll also take home comprehensive tools and resources you need to initiate an action plan for your team, including exclusive guidelines from T. Scott Gilligan, NFDA General Counsel; Dr. Jason Troyer and other notable sources!

Space is limited, so be sure to register early!

Your Presenter

From confidence to creativity, Lacy Robinson, CFSP, is determined to fill your professional arranger's toolbox with everything you need to create memorable life celebration events. As the NFDA director of member development, Lacy specializes in developing and facilitating educational programs to help members provide excellence in customer service to families and adapt to changing business needs.

Prior to joining NFDA, Lacy was Director of Professional Development for Aurora Casket Company, Inc. She is a licensed funeral director and embalmer, certified funeral celebrant, and a certified member of the Academy of Professional Funeral Service Practice (APFSP). She is a graduate of Georgetown College and Mid-America College of Funeral Service.

As an active member of the Bluegrass Toastmasters Group, Lacy has achieved the designation Competent Communicator. She also serves on the Board of Trustees for the Academy of Professional Funeral Service Practice, and is vice-chairman of the Mid-America College of Funeral Service Advisory Board.

Our attendees say it best!

"I found the presentation to be excellent. After practicing for 32 years, I'm going to modify the way I practice."

Thomas Flynn, CFSP

Flynn Funeral & Cremation Memorial Center Inc.
Monroe, NY

"The Arranger Training gave me lots of awesome information I can bring back to the funeral home to serve families better and change with the times with what people need now with regards to funerals."

Lauren Polanski

Daniel R. Smolarek Funeral Home
Buffalo, NY

"What NFDA has brought forward, should be compulsory for any funeral director, no matter how long they have been in the business. With this course, you are taught how to manage expectations and how to effectively communicate with a changing consumer in the arrangement room."

Chris Porfiri

Greenlawn Funeral Home
Bakersfield, CA

August 22, 2017
08:00 am - 04:30 pm
Arranger Training Seminar
Life Event Center
1404 Tuckaleechee Pike
Maryville, TN

Host: Smith Funeral and Cremation Services

Registration & Check-in: 7:30 – 8 a.m. Local Time

Seminar Presenter:

Lacy Robinson, CFSP, NFDA Director of Member Development

CE

Seminar is approved for up to 8 CE hours by APFSP and most state licensing boards.

Registration Fees:

Registration fee includes NFDA Arranger Training Workbook, handouts, collaborative presentation, continental breakfast and lunch, CE processing, and certificate of completion.

NFDA Member - \$475 (CE)

Nonmember Funeral Director - \$605 (CE)

Non-Funeral Director - \$475 (No CE)

Student Member - \$160 (No CE)

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



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