

IN THIS ISSUE

**Navigating the
Delicate Art of
Hiring in the
Funeral Service
Industry**

Obituaries

**Mark Your
Calendars**

**Jerry's 90th
Birthday**

President's Message

Mandi Goodrich



Greetings to my fellow funeral friends!

I hope you all had a wonderful Christmas with your friends and loved ones.

As each Christmas comes and goes and decorations are stored for the next Holiday Season, the ever-growing feeling of hope, change, and a new mindset always appears. This feeling of accomplishment seems to grow stronger each year. There are even occasions when the motivation to complete these goals occurs, even if fleeting, I think, this year is the year!

Regardless of my motivation level, these newly baked opportunities are constantly on the horizon. Sometimes these goals seem to be obtainable. Then again, sometimes the more ambitious ideas, upon further review, not so much. Nevertheless, at the end of the day, they are goals. You set them, you believe in them, and you do your best to achieve them. So, I say cheers to the New Year and a new set of goals!

This year the TFDA 2024 Spring District Meetings program has been scheduled for March 2024. Each district meeting will offer a total of five (5) CEU's; three hours for the program, and two hours for the District Meeting. I would like to thank Mr. Dennis Bridges, of Bridges Funeral Home in Knoxville, for providing this opportunity. The 2024 Seminar and District Meeting dates are as follows: (TN State approval for 5 CEU's)

EAST DISTRICT: Monday, March 11, 2024, The Chop House, Kodak, TN;

WEST DISTRICT: Tuesday, March 12, 2024, Jackson CC, Jackson, TN;

MIDDLE DISTRICT: Thursday, March 14, Marriott Hotel, Franklin, TN.

Seminar: 3:00 pm – 6:00 pm IPQ State Veterans Cemeteries 2024 TDVS Eligibility & Operations Course (TN State Approved for 3 CEUs). **District Meeting:** 6:30 pm – 8:30 pm 2024 TFDA District Meeting, 2024 Legislation Updates (includes dinner) (TN State Approved for 2 CEU's). Tennessee Veterans Cemetery We have already scheduled the 2024 Spring Seminar and District Meetings. All times are listed in their respective time zones.

A lot of things are happening legislatively that will have a positive impact on our profession moving forward. The TFDA District Meeting program will be given by TFDA lobbyist Mr. J.A. Bucy. Mr. Bucy is one of Tennessee's top-rated lobbyists.

The TFDA Convention Planning Committee is in full swing, and we are looking forward to see everyone in Franklin this June. The dates are set for JUNE 9 – 11, 2024 at Marriott Hotel, Franklin, TN. Jim Taylor is especially excited to be the TFDA chaplain again! He loves his role, and I'm not sure if I have ever had the pleasure of being around someone daily that truly eats, sleeps and breaths funeral service. I can't wait to see you all in March. If you ever have any questions about what TFDA can do for you, please do not hesitate to reach out.

Respectfully,

Mandi Goodrich



Our Mission:

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

1616 Church Street
Nashville, TN 37203
Phone (615) 321-8792

Email: office@tnfda.org

Web: www.tnfda.org



Find us on Facebook

2023–2024 TFDA Board of Directors



PRESIDENT

Mandi Goodrich
Williamson Memorial
Funeral Home and
Cremation Services
3009 Columbia Avenue
Franklin, TN 37064
Phone: (615) 794-2289
Email: mandi@williamsonmemorial.com



VICE PRESIDENT

Taylor Moore
Dyersburg Funeral Home
420 Highway 51 Bypass
Dyersburg, TN 38024
Phone 731-285-3021
Email: dyersburgfh@gmail.com



SECRETARY- TREASURER

Greg Rush
Jim Rush Funeral Home
220 Wildwood Avenue
Cleveland, TN 37311
Phone: 423-472-4555
Email: golfingfd@gmail.com



IMMEDIATE PAST PRESIDENT

Brent McNeely
Brent McNeely
Walters Funeral Home, LLC
509 E Central Ave
Lafollette, TN 37766
Phone: 423-562-2424
Email: Brentmcneely@bellsouth.net



DIRECTOR WEST

Terry McCreight
McCreight Funeral
Home
160 Hornbrook Street
Dyersburg, TN 38024
Phone: (731) 286-4810
Email: tmccreight2000@yahoo.com



DIRECTOR MIDDLE

Matt Sowell
Oakes & Nichols, Inc
P.O. Box 1015
Columbia, TN 38402
Phone: (931) 388-4711
Email: matthewsowell6@yahoo.com



DIRECTOR EAST

James Staton
Decatur Funeral Home
& Cremation Services
163 Arrants Avenue
P.O. Box 605
Decatur, TN 37322
Phone: 423-334-3661
Email: Decaturfuneralhome@gmail.com



NFDA AT-LARGE REPRESENTATIVE

Chris Christian
Christian Sells
Funeral Home
P.O. Box 775
Rogersville, TN 37857
Phone: 423-272-0555
Email: chris@christiansells.com



DIRECTOR WEST

Joseph Thomas
Shackelford Funeral
Directors
340B Monroe Avenue
Memphis, TN 38103
Phone: (731) 607-0549
Email: joseph.thomas@shackelfordfuneraldirectors.com



DIRECTOR MIDDLE

Jim Cortner
Moore-Cortner
Funeral Home
300 1st Avenue
North West
Winchester, TN 37398
Phone: (931) 967-2222
Email: jim@moorecortner.com



DIRECTOR EAST

Dennis Bridges
Bridges Funeral Home
5430 Rutledge Pike
Knoxville, TN 37924
Phone: (865) 523-4999
Email: dbridges@bridgesfuneralhome.com



NFDA AT-LARGE REPRESENTATIVE

Bobby Steven Spann
Spann Funeral Home
1961 Highway 48 North
Dickson, TN 37055
(615) 446-1123
Email: spann@guptoncollege.edu

EXECUTIVE DIRECTOR

Bob Batson

Tennessee Funeral Director Association
1616 Church Street, Nashville, TN 37203
Phone: (615) 321-8792

Bob@tnfda.org

Office@tnfda.org

TFDA EXECUTIVE ASSISTANT

Dawn Elliott

TFDA LOBBYIST

J.A. Bucy

CAPITOL & 5TH PUBLIC STRATEGIES
615-417-3826

TFSI Board of Directors



PRESIDENT

Daniel Ownby
Weaver Funeral Home
630 Locust Street
P.O. Box 324
Bristol, TN 37620
Phone (423) 968-2111
Fax (423) 968-5475
Weaverfh@aol.com

BOARD MEMBERS

Jack Farrar, CFSP

Farrar Funeral Homes
162 East Meeting Street
P.O. Box 1025
Dandridge, TN 37725
Phone (865) 397-2711
farrar3000@bellsouth.net

Tony W. Hysmith, CFSP

Shackelford Funeral Directors - Casey Chapel
P.O. Box 66
Henderson, TN 38340-0066
Phone (731) 989-2421
Fax (731) 989-9213
twysmith@bellsouth.net

Brad Ridgeway

Ridgeway Funeral Home
201 Dunlap Street
P.O. Box 788
Paris, TN 38242
Phone (731) 642-2121
Fax (731) 642-4833
Ridgewayfh@gmail.com

TFDA GENERAL COUNCIL

J. Russell "Russ" Farrar

Farrar & Bates, LLP
(615) 321-8792

TFDA LOBBYIST

J.A. "Jay" Bucy

Capitol and 5th Public Strategies
(615) 417-5826

Funeral Fund Financing
Security National
— Family of Life Companies —



Exclusive Premier Partner



The Thanagram is an official Newsletter published by the Tennessee Funeral Directors Association. Individual written contributions and advertisements appearing in The Thanagram do not necessarily reflect either the opinion or the endorsement of the Tennessee Funeral Director's Association.

Navigating the Delicate Art of Hiring in the Funeral Service Industry

The funeral service industry plays a vital role in providing solace and support to grieving families during their most difficult times. Hiring the right employees is a delicate and crucial task. Funeral service professionals must possess not only the necessary skills and qualifications but also a high level of empathy and compassion. The unique challenges and emotional demands of this field are unlike any other field, which make recruitment and retention strategies especially important. This is why it is critical to understand some key components of attracting, hiring and retaining employees in the funeral service industry, recognizing that the wrong hire can be detrimental to a funeral home's reputation and, more importantly, to the grieving families they serve.

1. Understand What You Bring to the Table

The market for talent continues to grow more competitive each year. Taking the time to evaluate what your firm brings to the table for employees is an important step whether you are looking to hire a new funeral director or retain the great talent that you already have. While fair and competitive pay is always important, typically it falls about third on the priority list when talking to candidates (even when it's the first question they ask). Make sure you review your compensation package to ensure it is fair for your market and your firm. But let's also look at some of the other factors that are impacting your employees and their work decisions.

In recent years flexible work arrangements have become a larger determining factor for employees. Recognizing the demands of the funeral industry, which often operates beyond standard business hours, implementing flexible work arrangements can be a game-changer. The ability to balance work and personal life is crucial for employee satisfaction and retention. If you have not already done so, review how you may be able to implement flexible scheduling options, such as compressed workweeks or leave early days, when possible. This flexibility can alleviate some of the stress associated with the irregular hours inherent in the funeral business.

Good employees also want to feel that they will have the support and opportunity to grow. Create a culture that encourages teamwork, open communication, and ongoing professional development. Promote this by recognizing the work of your team and valuing their input. Offer constructive feedback, mentorship and whenever possible, invest in opportunities for your employees to learn and develop their skills. Like flexibility, it is essential to retain and attract amazing talent, as they will contribute to the overall well-being of your organization.

2. Assess Relevant Qualifications and Skills

Think carefully about the skills, qualifications and personality characteristics that will be most important for a funeral director at your firm to possess. In most states, a mortuary science degree and state licensure are required. Can you offer an apprenticeship while a candidate works to meet those requirements? Do you have a more experienced director that could mentor a less experienced candidate or do you need a candidate to bring that experience? These are all important to understand before you start searching. Once you understand the qualifications that you will need, make sure to verify that candidates meet those requirements.

Effective communication is one of the most vital skills in the funeral service industry. Employees must be able to convey information clearly, listen actively to clients' needs, and interact with colleagues in a professional and supportive manner. Assess candidates' communication skills through interviews, role-playing scenarios, and reference checks. You will not regret taking the time to ensure your candidate has the ability to communicate effectively before you hire.

3. Value Diversity

Funeral homes serve a diverse range of families with varying cultural, religious, and personal beliefs. Embracing diversity among employees can help your funeral home cater to a wider client base and ensure that the needs of all families are met. During the hiring process, consider candidates from different backgrounds who can offer a more inclusive perspective.

Diversity of thought is also extremely important for any companies' success. As a firm, if you welcome new ideas, perspectives and suggestions from your employees, it builds a culture of continuous improvement and brings people together to solve problems. This is attractive to new candidates as well as your current employees. The ability to make an impact, develop professionally and feel valued by their employer and peers is one of the primary reasons people stay in their current role or seek a new one.

4. Avoid Neglecting Emotional Intelligence

Emotional intelligence is the ability to recognize, understand, and manage emotions, both in oneself and others. In the funeral service industry, emotional intelligence is critical for dealing with grieving families. If you neglect to prioritize emotional intelligence, your funeral directors may struggle to provide the necessary support and empathy. Emotional stability helps funeral directors serve their clients better and focus on their duties.

When hiring new funeral directors, a funeral home can prioritize emotional intelligence by assessing the candidate's soft skills or degree of emotional intelligence. Pay attention to how they respond when touring the funeral home and interacting with others. Providing training and resources for new and existing employees to help them learn about, manage, and maintain their emotional health and wellbeing will not only help to make you an employer of choice but equip your team to better serve your customers.

5. Don't Underestimate the Importance of Training

Even experienced candidates need training to adapt to the specific practices and procedures of your funeral home. Do not assume that qualified candidates can seamlessly fit into your operation without proper orientation and training to include some one-on-one to give you both opportunities to discuss how they're doing and how they're fitting in. Investing in ongoing education and onboarding for new employees is crucial. Hiring for a funeral director that is open minded and willing to continue to learn will prove to be one of the greatest indicators of success.

The funeral industry's unique challenges require a thoughtful and comprehensive approach to recruiting and retaining employees. It is important to remember that the employees you hire are not just professionals but also compassionate support systems for grieving families. By fostering a supportive work environment, investing in professional development, and offering competitive compensation and benefits, funeral homes can build and maintain a dedicated team, becoming an employer of choice. Take time regularly to evaluate your firm and review best practices to retain and hire new employees. This will ensure you have a strong team that is well-equipped to serve with the utmost care and empathy, ultimately strengthening your funeral home's standing in the community.

Kenzi Whitney is based in Atlanta and is a Practice Manager for Dogwood (specializing in the funeral industry) and has over fifteen years of experience in recruiting and human resources. Her email is kenzi.whitney@dogwoodservices.com

Kenzi Whitney

Practice Manager, Full Desk Recruiter

Dogwood Services, a division of Dogwood Management Partners, LLC

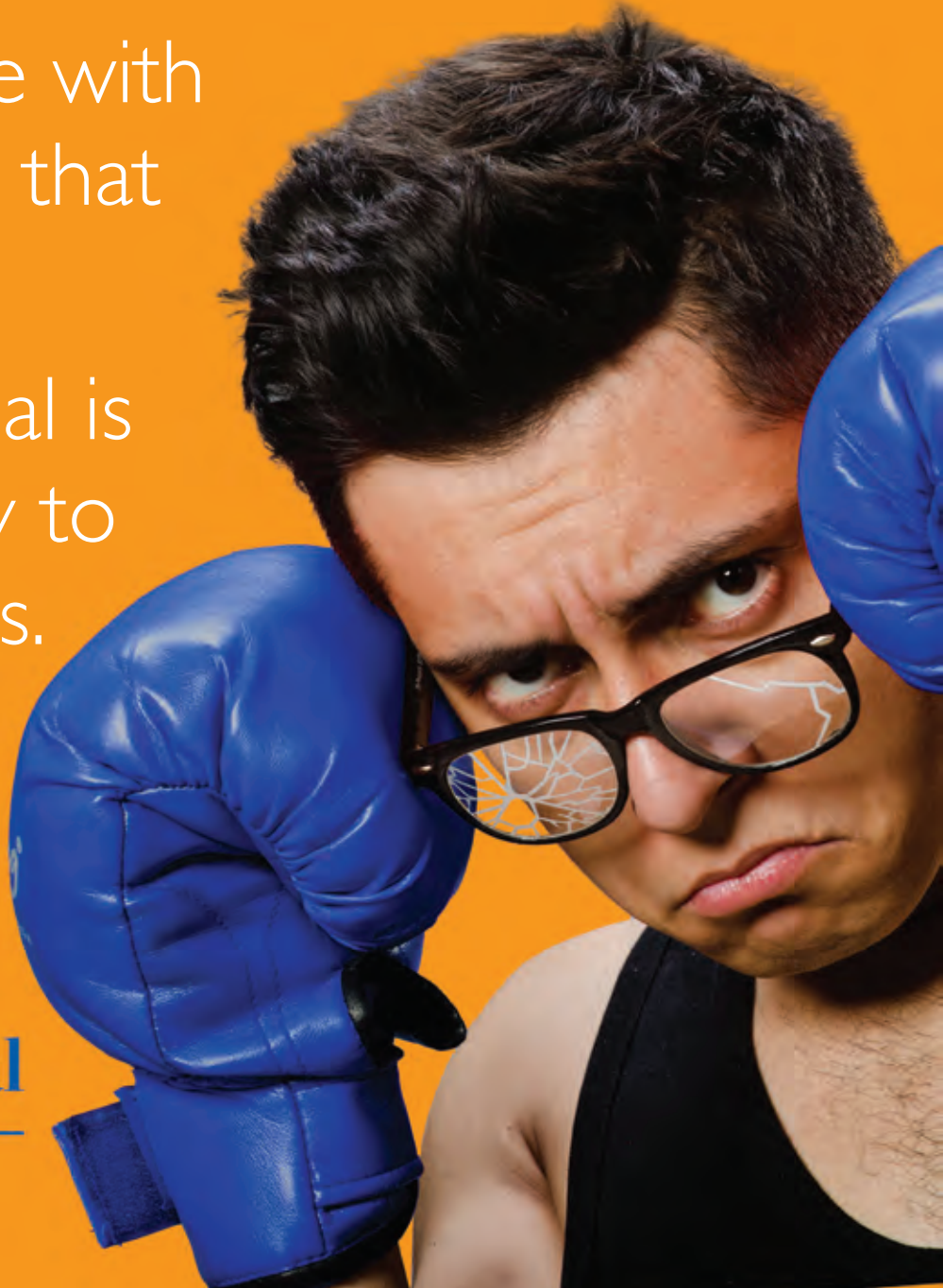
678-953-0173 | Kenzi.whitney@dogwoodservices.com



WHAT'S HOLDING YOU BACK?

Get in the game with Preneed results that pack a punch.

Security National is your better way to preneed success.



Security National

Family of Life Companies



LET SNL SHOW YOU A BETTER WAY.

Visit PreneedSuccess.com



After the 2023 John A. Gupton College Graduation, the TFDA office heard several people comment about how Cassandra McNabb McKinney, funeral director and embalmer at Yarbrough Mortuary Services, Jackson, TN, presented an “Embalmer’s Kit”.

THE EMBALMER'S TABLE

By Cassandra McKinney

“In the quiet it waits patiently for the next time the embalmer will step to its side. It’s worth priceless, and its existence mystical. Whispers have echoed of its chore and few know what it has encountered. It knows much of its master, the one who has chosen to stand at its edge, to do the work, few can fathom, and most will never understand. The hours of labor done purely in love, to bring peace to the hurting a moment of closure. the numbers who have laid here is unknown; the old, the young and even those more suited to be held in the hands

of the embalmer. It knows the pride that is taken in a job well done, the frustration when things don’t go as they should and the solemn tears that are shed in the quiet of this place, when, overcome by humanity, the embalmer has to let them go. When at last the embalmer has come, instruments in hand, to do the reverent work that must be done the table will be there, in the quiet place and will keep all the secrets of this honorable trade.”

NOTE FROM CASSANDRA

Time teaches us that if there are passions that we hold in our hearts, we should be willing to share those with people who are important to us. We should take opportunities to be a part of events and special occasions because they are meaningful and in some special way they link our past and our future. Being present and a part of the Graduation Ceremony for John A. Gupton College is one of these moments and events for me, along with many of my colleagues who are Alumni.

My name is Cassandra McNabb McKinney and I graduated from John A. Gupton in 2006. The journey to becoming the Funeral Professional that I am today has been a path filled with wonderful mentors, life-long friends, lasting relationships with families served and one of the most rewarding things that I have accomplished in my life, aside from being a Mom.

When I began my education at Gupton, I knew that there would be several challenges that I would face, not only as a young woman going into this career but also as someone who has low-vision. As a student, I worked very hard to learn as much as I could; mortuary school was my first chance to be in a prep-room or behind the scenes at the Funeral Home because no one in my family is in the business.

After finishing my education at Gupton, this journey took me to New Hampshire, where I worked for 13 years. I was very blessed to take a job with Keystone, a company owned by Steve Tidwell, at that time. While working there, I finished my Apprenticeship under Mr. Robert DiLuzio, who became more than just a mentor but became a second Father to me. This opportunity was life-changing and I truly found myself there.

As Apprenticeship turned into licensure there were more opportunities that I tried to take part in. In 2008 I became very active with the National Federation of the Blind. In this organization I have held positions of leadership ranging from President of the New Hampshire Affiliate, serving on our National Scholarship Committee and the role that I hold now, which means the most to me of all, President of the National Organization of Parents of Blind Children. In these roles I am able to advocate for the rights of others and myself, I am able to mentor young people beginning their secondary education and the work that we do truly makes a difference in the lives of blind people across the Nation. In 2013 I had the opportunity to speak to the National Convention about what it was like to be an Embalmer. Since that time I have shared the story with many. Perhaps the reason that I am so passionate about the work that we do is because I had to work so hard to prove myself.

As I mentioned before, I am a Mom. My oldest son, Robert is 8 and my youngest son, Timothy is 5. Robert loves anything that has to do with cars and legos and Timmy loves animals, especially our family pet, Lucy, the cat. Robert does share the visual condition that I have but he seems to have the same determination and zest for life to push him to achieve his goals.

In 2020, as the pandemic swept across our Nation, my family and I made a move of our own, moving back to Tennessee; coming home. In June of that year I joined the Yarbrough Mortuary team and have been so extremely blessed to be a part of not only their business but their family.

My time at the mortuary has pushed me to be more confident and to take pride in my work, even more than I did before. This is not the kind of pride that puffs up your chest but more it is the kind of pride that comes in knowing that others trust your work and in turn that they trust you.

In 2021, as Gupton prepared to celebrate 75 years of educating funeral professionals, our staff wanted to find a way to give back. We decided to award an embalmer's kit to one student who has excelled in their practical education while in school. We have now awarded it three times.

As we prepared for the presentation of this award, the passage below came to my mind As the words flooded out of my heart and onto the paper, I knew that this would be something special. As you read, I hope that these words will touch your heart and remind you of why we should all be proud of this trade.

Mark Your Calendars

2024 TFDA Spring Seminar and District Meetings

(TN State approval of 3 CEUS for the Seminar and 2 CEUS for the District Meeting)

Monday, March 11, 2024 - East District - The Chop House, Kodak, TN

Tuesday, March 12, 2024 - West District - Jackson Country Club, Jackson, TN

Thursday, March 14, 2024 - Middle District - Marriott Cool Springs Hotel, Franklin, TN

PLEASE MAKE NOTE OF THE MIDDLE DISTRICT NEW LOCATION.

June 9 – 11, 2024 - Tennessee Funeral Directors Association, 121st Annual Convention.

NEW LOCATION: FRANKLIN MARRIOTT COOL SPRINGS, FRANKLIN, TN

Please remember to bring your TFDA membership card for proof of membership.

\$50.00 per TFDA Member - \$100.00 per Non-TFDA Member

Seminar: 3:00 pm – 6:00 pm

IPQ State Veterans Cemeteries 2024 TDVS Eligibility & Operations Course (TN State Approved for 3 CEUs)

District Meeting: 6:30 pm – 8:30 pm

2024 TFDA District Meeting, 2024 Legislation Updates (includes dinner) (TN State Approved for 2 CEU's)
(schedule across the state, all three districts)



Experience the Matthews Aurora™ **DIFFERENCE.**



IF you want to
generate more
revenue with each
cremation.

What is the Matthews Aurora™ Difference?

We are committed to providing the tools and training to help funeral professionals educate families about all of their choices for cremation. Our industry-leading cremation program, I'll Remember You®, has proven success growing cremation revenue by promoting the value of funeral service along with a flexible, wide-ranging merchandise selection to build a memorable farewell. Contact us today to learn how I'll Remember You® can help grow your business while better serving your families.

Discover Matthews Aurora™ Funeral Solutions.

Please contact us at 1.800.457.1111 to be connected with your Matthews Aurora Funeral Service Consultant.

MAFS-10659-2023 © 2023 Matthews International Corporation, all rights reserved.
MATTHEWS® and MATTHEWS INTERNATIONAL® are registered trademarks of Matthews International Corporation.

Obituaries



William is the Brother-in-law of Debra McNeeley and Uncle of Brent McNeeley and John McNeeley

Mr. William P. "Bill" McNeeley, age 61 of LaFollette, passed away Tuesday, December 5, 2023. He was a Christian and member of Glade Springs Baptist Church, and when able attended New Horizon Baptist Church. For many years, Bill resided in Georgia where he was employed with Bartimaeus, Inc. as a commercial blind installer, and after returning home to Tennessee, was employed with Centimark Roofing until his retirement. Bill enjoyed working on cars and small engines, fishing and hunting, but most of all he loved his sons, grandbabies, and family, and for the past few years, has served as an excellent caregiver for his beloved Mother, Josie. Preceded in death by Infant Son, William Kenneth McNeeley, Grandson, Noah Lee McNeeley, Father, Clyde H. McNeeley, Brother, Charles E. McNeeley, Grandparents, William R. and Cora Paul, and Bill and Sally McNeeley.

Survivors: Sons, Derek P. McNeeley and wife, Yessica, and Cory L. McNeeley; Step-daughter, Ashley Williams and husband, Chris. Grandchildren, Kingsley Homero McNeeley, Yuritza Everly McNeeley, and Harper Grace McNeeley; Step-Grandchildren, Lucas and Carley Williams; Mother, Mrs. Josie P. McNeeley; Brother, Kenneth C. McNeeley and wife, Sheila; Sister, Karen McNeeley Brown and husband, Chris; Sister-in-law, Debra K. McNeeley; Nephews, John and Brent McNeeley, and Tyler and Adam Johnson; Niece, Kendra McNeeley St. John; Former Wife and Mother of the children, Penny Mullins; One great-nephew and three great-nieces; Uncle, Joe Wilson; Special friends, Ron and Kathy Ivey; Numerous cousins, other relatives, and friends.



Brent McNeeley, TFDA Past President's, grandmother

Mrs. Josie Lee Paul McNeeley, age 92 of LaFollette passed away, Thursday, December 28, 2023. Affectionately named "Miss Josie" by so many who loved her, she was a devoted and charter member of New Horizon Baptist Church where she was very active in the ladies sewing group. Mrs. Josie took great pride in her sewing and crocheting and was so proud of creating over 130 owls and countless neck pillows by hand for children. The smiles on the faces of children when they received their handmade owl that was meticulously made and designed by hand was a true highlight for her. In her later years, Miss Josie certainly lived a life of adventure, from riding a motorcycle to co-piloting an airplane. Although her stay at the nursing home was brief, Miss Josie made many new friends and re-united with old friends during her time there. At times there would be as many as five other patients in her room visiting, laughing, and talking. Her eyesight never failed her, and would thread needles for many of the other patients so that they could sew with her. She was faithful to read her Bible and enjoyed singing hymns. She had a great love of reading and through those pages, traveled all over the United States and the world. Miss Josie loved to color and even though she wasn't feeling well, she colored and gifted her latest masterpiece to her daughter for Christmas. She devoted her life to serving and assisting others, and was always willing to help someone in need. In 1951, she met her soulmate, Clyde McNeeley, and were married for 58 years before his passing in 2009. Together, she and Clyde had four children, whom they loved with all their hearts. In addition to her Husband, she is preceded in death by Parents, William R. and Cora Paul, two loving sons, Charles E. McNeeley and William Paul (Bill) McNeeley, Grandson, William Kenneth McNeeley, Great-Grandson, Noah Lee McNeeley, and was the last surviving sibling of 10, including Brothers, Ed, Bob and George Paul, and Sisters, Carrie White, Elsie Goins, Edith Sweat, Della Summers, Ann Wilson, and Lois Wilson.

Survivors: Son, Kenneth C. McNeeley and wife, Sheila; Daughter, Karen McNeeley Brown and husband, Chris; Daughter-in-law, Debra K. McNeeley; Grandchildren, John McNeeley and wife, Tegan, Brent McNeeley and wife, Ashlie, Derek McNeeley and wife, Yessica, Cory McNeeley, Kendra St. John and husband, Spenser, Tyler Johnson and wife, Polly, Adam Johnson, Ashley Williams and husband, Chris; Great-Grandchildren, Connor McNeeley, Ava McNeeley, Maleigha Hicks, Aubrey Johnson, Harper McNeeley, Kingsley and Everly McNeeley; Great-Grandchildren at heart, Dominic Hicks, Lucas and Carley Williams; Numerous Nieces, Nephews, Cousins, other relatives and friends whom she loved dearly. Special Friends, Genella Sweat, Charlotte and Joe Snodderly, Peggy Scott, and so many other dear friends, and her New Horizon Baptist Church Family.

A special thank you to the Staff at LaFollette Health and Rehab for the love and care they have shown our mother during her stay, It will certainly never be forgotten. "Honor her for all that her hands have done, and let her works bring her praise at the city gate." - Proverbs 31:31.



Amb&Coach Sales

SALES CLUB

Service Since 1964

Ambulance & Coach is proud to carry the best professional funeral vehicles built in the industry. It is an honor to assist you in choosing the funeral coach or limo that best serves your funeral home and families. Contact us today.

Proud
Supporter of
TFDA

Ellis Galyon

615-481-8021

—  —
Randy Garner

479-459-3641



XT6 Victoria Coach

Tradition and elegance are the operative words to describe the S&S Victoria.

888-336-8421 • ambulanceandcoach.com

1212 Jo Johnston Avenue, Nashville, Tennessee 37203

New • Pre-Owned • Leasing • In House Financing • Parts

Jerry's 90th Birthday Card Party



John A. Gupton College

FOUNDED BY 1848
1616 Church Street • Nashville • Tennessee 37203 • (615) 327-3927 • Fax (615) 321-4518
www.guptoncollege.edu

Dear Friend Jerry,

The "Southern Calls" magazine arrived yesterday, and I just felt so happy and proud of your story. Squires, as usual, did an outstanding job in capturing just who Jerry Griffey is as a human being, but also as a dedicated and passionate funeral director.

I know you don't labor seeking praise, but honestly I can think of no one who deserved this singular honor more than you. Your family and friends must be so happy and proud of you. I thought the portrait of you and your dear wife Joan was so beautiful. I know she is looking down at you right now from heaven and is so happy and thankful for your recognition and lifelong accomplishment.

For my part I always held you in high esteem, but since moving to Tennessee and having crossed your path frequently I have found that you are one of my best friends, but also a funeral professional that I hold in high regard. You have been and still are extremely good at what you do.

I hope you ordered a hundred copies of the magazine and sent them to every funeral home in Knoxville and the surrounding area. It is right and proper that you take a well-deserved bow and enjoy the fruits of your funeral service ministry to humanity.

Also I wanted to compliment you on the talk you shared with the convention last week. You were spot on, and my hope is that a number of young funeral directors listened to every word that came out of your mouth. You know the drill, you have been there and are still there. Also thank you for your kind words in regards to TVB, it was unexpected, but greatly appreciated. What joy I felt in my heart for you when I read the article in "Southern Calls." I have already cut it out and have it in my file labeled "Funeral Friends."

Thank you Jerry for your friendship, thank you with a heart of deep gratitude for all that you have done for so many people over your long and eventful career. I believe it is not an exaggeration to say that there are scores of people in Knoxville who are walking around with better mental and emotional health because Jerry Griffey was their funeral director.

Thank you for everything you do every day for our beloved profession.

I Remain Respectfully Yours,

TVB
Todd W. Van Beck



Happy 90th Birthday Jerry Griffey!

Prior to Jerry Griffey's 90th Birthday Card Surprise party, Jerry sent the TFDA office a very kind letter from Todd Van Beck. It meant so much to Jerry, he asked if we could include it in The Thanagram. Jerry thought the world of Mr. Van Beck.

After receiving the letter, Jerry's daughters, Karen, and Becky, asked if TFDA could help get the word out about Jerry's birthday card surprise party.

Jerry, Becky, and Karen wanted to say thank you to everyone that sent birthday cards and pictures to help celebrate Jerry's birthday.

Jerry received over 120 birthday cards!

LIMITED TIME SPECIAL INTEREST RATE!

AS LOW AS

4.99%

Get as low as 4.99% on leasing in-stock 2023 vehicles. Or as low as 5.99% on financing a purchase of in-stock 2023 vehicles.

Subject to credit approval. Offer does not apply to 2024 models.



NEW

2023 Federal Heritage



NEW

2023 Platinum Phoenix Cadillac



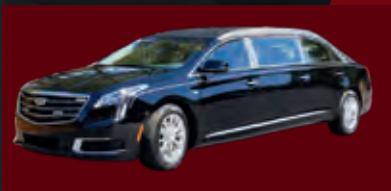
NEW

2023 Platinum MasterCoach Cadillac



NEW

2023 MK Legacy Lincoln Hearse



2019 Eagle Limo
7,700 miles



2018 MK Legacy Lincoln Hearse
28,800 Miles



2017 Lehman Peterson Cadillac
Limo - 35,310 Miles

Order your 2024 trunk limo today!

They're here! Get your Platinum or MK Cadillac limo with a trunk. Order today with Shields and get your brand new limo soon.



Flexible Financing Sources .

We help you find the best deal to buy or lease.

Robust Inventory and Responsive Delivery.

The perfect vehicle delivered quickly.

Fully Renewed Vehicles.

Our team reconditions every pre-owned vehicle.

50 Years, 3rd Generation.

Family owned and operated since 1969.

FROM OUR GARAGE TO YOUR DOOR IN AS LITTLE AS 5 DAYS





Security National Life Insurance Company Endorsed by the Tennessee Funeral Directors Association (TFDA) as Preferred Preneed Provider.

Security National Life Insurance Company is pleased to announce its new relationship with the Tennessee Funeral Directors Association. This endorsement aims to provide funeral professionals across Tennessee with access to Security National's preferred preneed insurance products and services.

"I'm excited about our endorsement opportunity with the great funeral professionals in Tennessee! We are equally as excited about the ability to partner with the TFDA to continue to provide unparalleled insurance funded prepaid funeral products and marketing support solutions to fit each potential funeral home's wants and needs."

- Guy V. Winstead, VP of Sales, Security National Life Insurance Company.

The benefits of this new partnership include.

- Preneed products and services tailored for TFDA Membership
- Customized marketing solutions for partner funeral homes
- Exclusive C&J Financial funding rate

"C&J Financial is thrilled to partner with the TFDA as the endorsed supplier for insurance assignment funding. With Security National's pre-paid funeral products, with C&J's Quick Claim™ assignment funding and TFDA exclusive discount rates, this partnership provides the ultimate funding solutions for its members."

- Jamie Meredith, Executive Vice President, C&J Financial

Security National Life Insurance Company is a market leader in preneed insurance products and services. We are a publicly traded company (NASDAQ: SNFCA) that provides strength and security for more profitable prepaid funerals. Our company has enjoyed impressive growth over the past few years and is ahead of last year's record-breaking sales. Let's share our success together. More information available at www.snlprenneed.com.

Jay Slatton is the Area Sales Manager for Tennessee. Jay lives in Gordonsville, Tennessee with his wife, Leann, and two daughters, Ally Beth, and Ava Grace. Jay is a funeral director, embalmer, and licensed insurance producer. He has been very active in the Tennessee Funeral Directors Association and a Past President of the Upper Cumberland Funeral Directors Association. He currently serves on the Board of Directors for Tennessee Funeral Sales and Supply Club. Jay is active in his community through youth sports with his daughters and has served on the City Council for 6 years. He is a member of the Carthage Masonic Lodge #14 and attends Grant Missionary Baptist Church. Jay and his family are avid Vanderbilt Commodore fans and enjoy camping in their free time.

The Tennessee Funeral Directors Association is a nonprofit organization that seeks to provide Funeral Professionals advocacy through communication, education, and legislation; thereby empowering the licensed funeral professional the ability to serve at the highest level.

For more information, please contact Jay Slatton by email JayS@snlprenneed.com or by calling (615) 418-6276

Membership Development

Why??

Why do I want to be a member of an association of funeral directors?

Government Affairs

The Tennessee Funeral Directors Association is Tennessee's largest funeral organization for legislation that is introduced for the success of funeral service and to protect the consumer. It is also a watchdog for legislation that is introduced to protect.

Professional Website

TFDA now offers vital information for members all at the touch of a button. A TFDA membership entitles you to everything from government compliance forms to dues structures when you want it. This website is also designed to update you on the latest information concerning funeral services. Our website also offers members state approved forms for all your preneed requirements. Please visit us at www.tnfda.org.

Educational Opportunities

Continuing education credits are available throughout the year with various opportunities to achieve the credits required. In addition to CEU's, it is a time to learn from your colleagues.

Professional and Ethical Practices

Identifying that you are affiliated with an association that has a common goal for best practices of professionalism and ethical practices for families that we serve.

Professional Communication

Anytime events unfold in the funeral profession TFDA members are instantly informed. Information on breaking news, updates on coming events, or even the death of TFDA members through the TFDA obituary Eblast system are all immediately conveyed via broadcast email or fax from the TFDA office.

The Thanagram

The 5 issues a year TFDA magazine. The Thanagram is designed to keep you updated on the most current information in funeral service.

TFDA Annual Convention

The TFDA Annual Convention with exhibits is held in June of each year to advance the funeral profession through educational opportunities and recognizing both funeral and funeral supply providers. The exhibits are designed with state of the art information regarding funeral service. Tennessee's convention has been recognized nationally as one of the nations best.

District Meetings

Held twice annually in West, Middle, and East districts for the advancement of Association business. Each District Meeting also offers CEU approved educational seminars as well as networking opportunities.

Legal Advice

TFDA annually retains the law firm of Farrar and Bates, LLC, for any funeral related issue requiring legal consultation.

What has TFDA Done for Me?

TFDA has been in existence as an association of professionals for over 100 years. You don't stay in business that long without accomplishments beneficial to the survival of the profession. Most of these accomplishments, although subtle, make a huge impact on allowing funeral professionals the freedom to care for giving families with the least amount of outside interference.

There are too many achievements to list in such a short space; listed below are just a few of the most recent actions. TFDA sponsored legislation:

Reduction of legal liability — Funeral directors cannot be sued, criminally or civilly, when following instructions from someone acting as next of kin, with no reason to believe otherwise.

Majority of legal next of kin — Now cremation can be performed with the majority of next of kin, i.e., siblings, as opposed to every next of kin, with no legal backlash.

Disposition of unclaimed cremains — Funeral establishments are responsible for 180 days, and a standardized procedure of disposal, for unclaimed human cremains where before there was no time limit on possession.

Increase of Available Funds for Funeral Expenses — increased the amount from \$10,000 to \$15,000 that a bank may pay for funeral expenses when no executor or administrator qualifies, and from \$7500.00 to \$15000.00 for insurance claims with a copy of death certificate and funeral director statement.

Reinstatement Insurance Assignment to Funeral Establishment

At one time TN law prohibited the assignment of proceeds from a life insurance policy to any funeral establishment; TFDA was responsible for removing this prohibition.

Professional Educational Seminars

TFDA Education Committee annually provides TFDA members the opportunity of learning from nationally and internationally funeral professionals and providing additional continuing educational opportunities in more technical areas.

Leadership Opportunities

As a member of the Tennessee Funeral Directors Association, you are presented several opportunities to enhance your leadership abilities.

- * Committee Involvement
- * Leadership Training Seminars through the National Funeral Directors Association
- * Advocacy Summit in Washington
- * NFDA Leadership Summit
- * Board of Director Opportunities
- * President's Retreats
- * Speaker Opportunities

PRENEED FUNERAL TRUST FUND

TFDA is pleased to announce the Tennessee Preneed Funeral Trust Fund is now operational. TFDA members now have a funding option when preneed opportunities arise, Investors Life for insurance funding, and TFDA Preneed Trust to fulfill trusting needs.

The Tennessee Preneed Funeral Trust Fund is a secure pooled trust comprised from TFDA member funeral establishments. Any TFDA member firm may participate in the Trust. Participation in the trust allows TFDA members the ability to deposit funds for an intended funeral beneficiary's preneed arrangement ensuring compliance with all preneed laws and regulations. Those funds earn competitive rates of interest and can be accessed quickly when a funeral becomes at-need.

The Tennessee Preneed Funeral Trust a service available to all TFDA members in good standing, and:

Meets all state and federal requirements.

2% Minimum Crediting Rate or market value whichever is greater.

No Minimum Deposit Requirements, Age Restrictions or Chargebacks

Online Quarterly Reports and Account Balances through Administrative Systems Inc. provides monthly preneed reports,

Affords access to online account balance information, summary statements and monthly activity reports.

Tennessee Preneed Funeral Trust funds are pooled with many other accounts in secure investments earning the highest possible rate of return. The return earned over time will assist offsetting rising costs should the price of the future funeral increase. One hundred percent of the principal and interest accrues to the benefit of the intended funeral recipient.

All Tennessee Preneed Funeral Trust accounts are fully portable, meaning you may transfer your account to another funeral home at any time. Some traditional saving accounts may close or become inaccessible at your time of death. Tennessee Preneed Funeral Trust accounts will be available immediately to apply toward or pay for final funeral expenses.

Please do not hesitate to contact us if you have any questions.
Looking forward to hearing from you!