



Preferred Funeral
Directors International

2026 CONVENTION

Schedule

Tuesday, October 6th

PFDI Opening Party. “Presidential Reception: Welcome to the Island.”

Grab a drink and enjoy some Floridian tasty bites. Great way to meet new members and be with your friends too.

Then, off to the favored Dine Arounds at all the amazing restaurants throughout Amelia each hosted by one of our board members. No need to make reservations. We have you covered. We will provide sign-up sheets for you to choose cuisine and times.

If you can come in early, we are arranging golf, cabana, horseback riding, a beach cruise, or any other group activities you would enjoy. More details to come but take that earlier flight!

Wednesday, October 7th

Before **Thrive** starts PFDI members can join a beach walk with a board member at 6:15 AM. This is a great way to share ideas or problems.

7:45 AM — Thrive Starts with breakfast for attendees and first day of meetings.

See the attached brochure to see what is coming. Full agenda to follow.

Lunch — included for Attendees. Roundtables begin.

1:30 PM — PFDI private meeting. Dr. Matthew Mitchell, a Professor at Drake University School of Business, has agreed to meet with PFDI privately to allow us to ask questions directed at our own situations. Then, we will privately discuss how we feel about the issues. We will provide your favorite drink for pre-gaming before the Thrive party.

2:45 — Free Time: Find your PFDI friends at the pool or enjoy the weather as you find historic or scenic wonders at the resort or throughout the island.

6:30 PM — Cocktail Reception and dinner at the **Thrive Extravaganza**. Outside in the Florida weather. Everything is included. You won't even have to buy your drink!

Thursday, October 8th

7:00 AM — Early morning coffee in our private meeting room for “Rapid Fire” discussion led by Michael Perotto on issues in the funeral profession now. (Up earlier than 7:00 AM join the group to roundtable. The doors will be open.)

7:45 AM — Head over to **Thrive** for a full breakfast for the second day.

Features are **Glenn Gould** with our **PFDI** member, **Jimmy Altmeyer** and other programming for discussion.

12:30 PM —Immediately following the completion of **Thrive** roundtables: Reconvene in our private room. Lunch for **PFDI** attendees as we pack in more content. Learn from **Paul St. Pierre's** serious presentation and discussion session on changing your leadership and strategic styles as you manage a larger organization. **Paul St. Pierre** our member in Indianapolis with multiple brands in different locations will present an in-depth program *“Think Like a Consolidator: Lessons You Can’t Afford to Ignore”* getting the strategic discipline to evolve and be successful is always important, but are you thinking far enough down the road? This discussion will help you look at survival tips to remain on offense, remain visionary, and remind you who is your real competition. Often firms expand their location to much more than branches. They operate with different brands and often limited access to buildings and staff day to day.

- How do you change your management style to operate that type of business?
- How you change your leadership style?
- How you change your processes?
- What apps help?

After Paul shares how to make changes, time for members to add to or discuss what they have done or what holds them back.

Glenn Gould and **Jimmy Altmeyer** will join for a short discussion out of his presentation.

Free Time — Go boating, shopping, pool time or any other pursuits.

6:30 PM — PFDI Party at the Beach Hut. Do you like a Beach BBQ, or Oyster Roast? We will have it all. Enjoy casual clothes for our amazing annual party. For PFDI we enjoy a cash bar, but the rest of the evening is on us. Bring your family and friends for an unforgettable evening on the beach



Friday, October 9th

7:00 AM — Breakfast

“What did I keep or change when I took over the Family Business.”

Panel discussion led by Jay McAfee

This will be a candid and substantive list from each panelist on what they needed to stop doing and what they needed to add that wasn't part of the company's history. We will hear from members who took over the firm after death of the predecessor, and members who work with the previous generation. This discussion will touch everything from hard marketing and organization issues to family dynamics.

8:00 AM — PFDI Marketing Fair led by Past President **Mike Leavitt**. Each member will present what they have done this year that either made a big difference or didn't yield results! Share an event, an ad, a campaign, or a different way of working with families.

And we have some other resource people with speeches that are still being finalized. We will share more exciting details soon.

New Member Presentation

Special Guest Presenter — What are the latest ways to change your facilities that have proven to be worth the investment.

How Can We Recruit and Retain Talent? An insightful revealing discussion on ways you are finding talent or retaining talent with the shortages of licenses.



End by 11:30 AM. We are asking the hotel for a late check out of 11:30 for those of you that want to grab your bags right after the meeting. Or bring them to the meeting room in the morning so you can make a quick exit if you need to.

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