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Here it is August 1, 2018 and Point Clear and the 132nd Annual Convention of the Alabama Funeral Directors Association (AFDA) are a memory. From my perspective, it appeared that everyone seemed to have a wonderful time. Although the Grand Hotel wasn’t able to complete its renovations prior to our arrival, by next year, everything should be back in order. In fact, things should probably be better than ever! Your AFDA Board and I received numerous compliments on the direction the hotel is taking. The only complaint I had was the fact that there were 5,000 gnats flying around my face. Did I say 5,000? Yes, 5,000. The events this year were fantastic with exciting volleyball games, our fishing tournament, our horseshoe tournament and bingo games. The lucky winners of the games went home with wonderful prizes which they are certain to enjoy.

Pssst. Did that get your attention? I’m going to take a moment of Presidential privilege at this juncture and let you in on a little secret. Past President Mike Morrison has 5,000 reasons why convention attendees will not be playing bingo at the 2019 AFDA Convention.

Today I feel a little like a weather forecaster. Obviously, summer is here in full force. It feels like 5,000 degrees outside. Fall will come quickly so be ready for lots of activity as it relates to the AFDA and funeral service throughout the state, not just football. Read on to see all that is planned with you in mind.

The month of September will find the AFDA facilitating four continuing education programs. There will be no cost to any Alabama funeral service licensee for attending these seminars as the programs are being funded by a grant from the Alabama Department of Public Health. Denise Edmisten, the association’s executive director, was able to work a little magic in navigating the grant-writing process and bringing this funding to fruition. My guess is that she had to jump 5,000 hurdles to make it happen. Thank you, Denise. You do good work!

In case you have forgotten, your professional funeral service license(s) must be renewed in October. That said, I would strongly encourage you to review the Alabama Board of Funeral Service’s website to make certain you are current on your continuing education hours. The AFDA Executive Officers and Board want to see everyone renew their licenses in a timely fashion. We don’t want or need any stragglers in our midst. To check your standing with the funeral board, go to www.fsb.alabama.gov, click on “services,” enter your last name and the last four digits of your Social Security number. From here, you may view your profile and your continuing education credit hours. I can’t help but wonder if anyone in the State of Alabama has a Social Security number with the last four digits ending in 5,000? I wonder how many people will respond affirmatively?

November will be a busy month for the AFDA. Be sure to check the AFDA calendar on page 7 for specific information regarding district meeting dates, times and locations. I can think of 5,000 reasons to attend a district meeting. The first is to get a fresh start on accumulating those coveted continuing education credit hours for the next licensing period. The second reason, one which is really important, is so you can chat with one of our District Governors or Board Members and get your tickets. Tickets? What tickets? Oh yes, tickets for the AFDA Draw Down which will be held at the Grand Hotel in June, in conjunction with the 2019 AFDA Convention. While one need not be present to win the grand prize, they must be onsite to claim any of the other prizes. Watch for future details regarding this exciting event. Oops, I almost forgot one of the key details, that of the grand prize. Does $5,000 excite you? Imagine going home with $5,000 in your pocket. Okay, I know there are others like me where the money will be going home in their wife’s pocket, but that’s okay. Save your pennies, have your yard sales, do what ever it takes to ensure your participation in this exciting event. Tickets are $100 each, but my guess is that you will want to purchase more than one ticket to increase your odds and chance to win $5,000. Remember, when the tickets are gone, they are gone. To increase your odds of winning, a limited number of tickets will be sold and there will be no exception to the number of tickets offered. So you know, that magic number is 150 tickets. Have you ever heard the saying, “you can’t win if you’re not in?” So, if you are wise, get YOUR ticket(s) now!

Before I forget, I’d like to take this opportunity to thank you for allowing me to serve as your president. While I’ve only been...
BE A PART OF THE VISION

Making the decision to be an eye donor has given comfort to many families by knowing that their loved one was able to help restore sight to someone suffering in darkness. The Alabama Eye Bank will work with your funeral home to streamline the donation process & provide donor families the highest level of compassion and care.

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Providing The Finest Funeral Coaches Since 1969
Despite a few snafus along the way, we made it through the 2018 Convention of the Alabama Funeral Directors Association (AFDA) unscathed. Personally, I can say that I made it through convention without any stumbles, tumbles or earth-shattering events. Hopefully, the membership didn’t even notice any of the little pitfalls that drive execs a tad bit looney at times such as convention, you know, the petty things over which one has no control.

We all know that change is more often than not uncomfortable. Often change is for the better; other times, not so much, but be assured -- I am determined! One thing for certain, I am not going to allow change to turn me from being an optimist to a pessimist! It just isn’t going to happen. Remember, I am committed to the success of the Alabama Funeral Directors Association and all that it stands for and represents.

By now, you have probably heard that there have been some changes in the staff of the AFDA administrative office. Marta Till submitted her resignation during the last week of June and it was accepted with regrets by President Bowen and the AFDA Board. Though I will be faced with a little extra work for a brief period, I am reminded of the following quote. “Be patient … Sometimes you have to go through the worst to get to the best.” I know good things are on the horizon.

Over the years, I have likened the days in the AFDA office following convention to be a little akin to the few days prior to Christmas and the New Year – amazing times. This year is no different. In the days to come, we will be working on several projects which are certain to strengthen the AFDA and give you more value for your dues dollars. For starters, we are working on:

- providing the Blood-Borne Pathogen training which is required by the Alabama Board of Funeral Service for licensure renewal. If all goes as planned, this training will be made available to all Alabama funeral service licensees without charge, but reservations are required as seating at the various locations is limited. Currently, we are awaiting a positive response to our grant requests which will allow us to provide this training without cost.
- the development of a health insurance plan which will be available to ALL AFDA members. Aside from being a true member benefit, it is an excellent membership recruitment tool.
- staying out of the hen house in Montgomery! All reports from our trusted sources lead us to believe that there is nothing dangerous on the legislative front at this writing, but who knows? Any thing is possible when it comes to legislative activities or the legislature is in session.
- the development of license-sized, laminated photo ID professional licenses which will include a bar code with the licensee’s professional license number.

Obviously, with the “changing of the guard” come lots of innovative ideas and suggestions. Please consider this your personal invitation to share a thought if you have a “brain storm” which you believe will benefit the association.

While we have just turned the page to a new association year, I encourage you to take a look at our calendar of activities. Already, the page is full of upcoming activities and events with more to be added in coming weeks.

I know that it may seem a little early to you, but I’d like to give the membership a little advance warning. October 1st is but a few short weeks away. This is a truly important time for the AFDA as all AFDA dues are due and payable on or before October 1st. As you can no doubt guess, dues collection time is a hectic time in the association office. Bottom Line: Watch your mail box for your dues statement and forward your payment upon receipt. This will make life a lot easier for everyone.

October 14-17, 2018 will find many of our AFDA members and their families heading west to Salt Lake City for the Annual NFDA Convention. As one who has visited Salt Lake City before, let me assure you that it is one exciting city. Besides all

Continued On Page 18
AFDA Executive Officers

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AFDA District Directors & AFDA Staff

District Directors & AFDA Staff

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(2020)
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JoEllen Gray Smith ________________ Director District 4
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Sally L. Belanger, CFSP, MBIE ___________ Virtual Assistant
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207-841-6330 - Cell / 207-514-8400 - FAX
E-Mail: sbelanger@alabamafda.org
September 3, 2018
Labor Day
AFDA Office Closed

September 20, 2018
District 2 / Blood-Borne Pathogen Standard Class
“Mandatory State Board Requirement For Professional License Renewal”
Snead Community College
102 Elder Street
Nursing Lecture Hall
Boaz, Alabama
6:30 P.M. - 8:30 P.M.

September 24, 2018
District 4 / Blood-Borne Pathogen Standard Class
“Mandatory State Board Requirement For Professional License Renewal”
Montgomery Museum of Fine Arts
One Museum Drive
Auditorium
Montgomery, Alabama
6:30 P.M. - 8:30 P.M.

September 25, 2018
District 3 / Blood-Borne Pathogen Standard Class
“Mandatory State Board Requirement For Professional License Renewal”
Tillman’s Corner Community Center
5055 Carol Plantation Road
Auditorium
Mobile, Alabama
6:30 P.M. - 8:30 P.M.

September 27, 2018
District 1 / Blood-Borne Pathogen Standard Class
“Mandatory State Board Requirement For Professional License Renewal”
Muscle Shoals Career Academy
Auditorium
Muscle Shoals, Alabama
6:30 P.M. - 8:30 P.M.

October 8, 2018
Columbus Day
AFDA Office Closed

October 14-17, 2018
137th Annual NFDA Convention
Salt Lake City, Utah

November 6, 2019
Election Day

November 13, 2018
AFDA District Meeting / Districts 1 & 2
Coordinators - Luther Watts, District 1 / Chris Martin - District 2
Host & Hostess - Bill & Linda Lindley, Messenger
Lake Guntersville Yacht Club
498 Yacht Club Road
Guntersville, AL
6:30 - 9:00 P.M.

November 15, 2018
AFDA District Meeting / Districts 3 & 4
Coordinators - Leslie Hanke, District 3 / Jo Ellen Gray Smith, District 4
Host & Hostess - Bill & Linda Lindley, Messenger
2635 Gunter Park Drive, East
Montgomery, AL
6:30 - 9:00 P.M.

November 21 - 23, 2018
Thanksgiving Holidays
AFDA Office Closed

December 12 - 15, 2018
Dodge Wreaths across America Project
Embassy Suites Hotel
Arlington, Virginia

December 24 - 25, 2018
Christmas Holiday
AFDA Office Closed

December 31, 2018 - January 1, 2019
New Year’s Holiday
AFDA Office Closed

January 20 - 22, 2019
AFDA Mid-Winter Meeting & Expo
Hyatt Wynfrey Hotel
Birmingham, AL

April 3 - 5, 2019  (Tentative Dates)
NFDA Advocacy Summit
Washington, DC

May 8-9, 2019
2019 Dodge Technical Seminar
Embassy Suites Hotel / Downtown - Oglethorpe Street
Savannah, GA
In Memoriam

Celebrating The Lives of Our AFDA Members, Family Members & Friends

Sandra Ludlum Hanahan
Mother-In-Law of AFDA Vice-President Kendall Glover
Glover Funeral Home
Dothan, AL
June 7, 2018

Annie Ruth Brill
Mother of Deborah Daniels
&
Mother-In-Law of AFDA Past President Don Daniels
Dunkin & Daniels Funeral Home
Fairhope, AL
July 1, 2018

John “JT” Thomas McDougal
Husband of Teresa Griffin McDougal
&
Father of Juliet and Penelope McDougal
Tuscumbia, AL
July 1, 2018

Ann Hardin Blakely
Mother of Randy Blakely
Arab Heritage Memorial Chapel
Arab, AL
July 4, 2018

Peggy C. Ware
Mother of Steve Ware
Peoples Chapel Funeral Home
Hueytown, AL
July 13, 2018

Should family and friends so desire, expressions of sympathy may be made to the association’s scholarship fund, the J. Whit Miles, CFSP Scholarship Fund
C/O Alabama Funeral Directors Association
Postal Mail Box 380
7956 Vaughn Road
Montgomery, AL 36116

Please be certain to indicate to whom acknowledgements should be sent and include the appropriate address.
Without your support, the AFDA Convention wouldn’t be possible. That said, we just want to extend one huge thank you!

Kudos To Luther Watts

After many years of preparing the Memorial Program for the Annual AFDA Convention, Representative Koven Brown passed the baton to Luther Watts this year.

Luther, we thank you and congratulate you on a job well done on your inaugural Memorial Program. It can be said that a “meaningful tradition continues.”
The Undertakings - September 2018

AFDA Mission Statement

“That the Alabama Funeral Director’s Association encourage and promote only the highest of professional standards for men and women engaged in the funeral service profession; strive to provide continuing educational forums for exchange, development and dissemination of knowledge and

Important Reminder: Money Move Dates …

One That Is Easy To Remember

Money moves are now once a week—Wednesdays at 12:00 Noon

It’s Time To Roll Out The AFDA Welcome Mat For Our Newest AFDA Members

Category I Members

Fuqua-Bankston Funeral Home
Ozark, AL
John Cawley, Manager

Lathan Funeral Homes
Chatom, AL
Jackson, AL
Leroy, AL
Brandon Goulding, Manager

Magnolia Chapel Funeral Home, North
Northport, AL

Magnolia Chapel Funeral Home, South
Tuscaloosa, AL
Danah Minges, Manager

Striffler-Hamby Mortuary
Phenix City, AL
Warren Cauthen, Manager

Sunset Brown-Service Funeral Home
Northport, AL
Jimmy Stewart, Manager

Associate Member

Mack Mortuary Transport, LLC
Guntersville, AL
Mike McCormack, Owner

Welcome!

Remember, it has been said time and time again over the years, “Participate in your Association, know your fellow members, share with them at social events, business meetings, and workshops and you will never ask this question, “What is this association doing for me?” Because the more you put in, the more you will get out! Always remember, this is your association. Let it work for you!”
The Undertakings September 2018

The Dodge Company Welcomes Allen Bateman to Its Team of Sales Representatives

Billerica, MA – The Dodge Company is pleased to announce the addition of Allen Bateman to its team of sales representatives. If Allen’s time in Billerica and on the road is any indication, he is certain to live up to the definition of a true Dodge representative and will provide excellent service to the funeral service professionals in his territory which covers Eastern Georgia and South Carolina.

A native of Darlington, South Carolina, Allen is a graduate of St. John’s High School and the Gupton-Jones College of Mortuary Science in Atlanta, Georgia in 1995. He earned his South Carolina funeral directors and embalmers license in January 1997 and his pre-need insurance license in 1999.

Allen’s funeral service career started in 1993 at the Cain Funeral Home in Florence, South Carolina. Prior to joining Dodge, he served as manager of the George Funeral Home in Aiken, South Carolina, a position he held since 2012.

Allen is married, and he and his wife Katie are the proud parents of two children, Olivia Grace and Chase Allen. From what we have learned, Allen is a huge Clemson fan and a true "Parrothead". He also is a member of the Rotary Club of Aiken. When he has a spare moment, he enjoys outdoor sports which includes riding his Harley, hunting and fishing.

Continued From Page 3 - The President Writes...

seated in the “high chair” for a brief period, it is truly an honor.
I’d also like to convey my thanks to all our AFDA members for the professionalism extended to the families who have entrusted their loved ones to you for care. As one NFDA Past President once said, “Be Proud of Who You Are And What You Do.”

Goodness sakes; I joked about being in the “high chair” elsewhere in my column, never thinking that I could actually find myself seated in the “hot seat.” This thought came to light as I was reviewing my newsletter for the second or third time. You see it was then that the light bulb flickered, and I thought, ah ha, I forgot to mention anything about the upcoming NFDA Convention in Salt Lake City which would be a terrible mistake as I know Alabama normally has a large contingency of convention attendees. I hope this is the case again this year. While many think Salt Lake City isn’t going to be a real draw, I have been assured more than once that it is a wonderful convention city. And yes, adult beverages are available, but not everywhere.

Continued On Page 38

Attention All AFDA Trust Participants
Reward Points Update

All AFDA trust participants are encouraged to keep a watchful eye for their Trust Participant Reward Notice. Additionally, since your trust points can be “spent” to cover some AFDA registration fees, be sure to keep a running balance of your points. You may even want to keep a record similar to a checkbook register. That should be easy enough or start an Excel spreadsheet that you save on your trusty computer.

In Need of Information Regarding Your Holdings With The Funeral Trust of Alabama?

So you are in need of information regarding your holdings with Funeral Trust of Alabama. This information is readily available by calling ASI at 1-800-486-1531. Denise does not have this information in the AFDA Office.

Déjà vu
~ AFDA Trusting Forms ~

The term déjà vu is French and means, literally, “already seen”. Since many of our trust participants seem to have missed the memo over the past several months, please consider this a friendly reminder.

When in need of reporting forms for the Funeral Trust of Alabama, do yourself a favor and drop Denise an e-mailed note to dedmisten@alabamafda.org. If you prefer not to reach out to Denise, you can expedite your request by placing your order directly with the trust office by going to the FTA trust website at funeraltrustofalabama.net and place your order there. Is easy and you will receive your forms in a timely
When you are young & foolish, speed & flash may seem like a good thing!

When you get older & smarter, comfort & dullness is not such a bad thing!

It’s called S.O.S.
Slower, Older & Smarter!

Dedicated to all my friends at or approaching the S.O.S. category.

AFDA President Heath & First Lady JoAnne Bowen announce the birth of their first Grandbaby, Thomas Heath Bowen on Monday, July 9, 2018.

Mom & Dad, Kenton & Kristen Bowen, and the entire Bowen Family are excited over the new addition to the family and look forward to spoiling Thomas Heath in the years to come.
AFDA Scholarship Information

The Alabama Funeral Directions Association is committed to excellence in funeral service education. Two AFDA $1,000.00 scholarships ($500.00 per semester) will be awarded to qualified students whose plans are to complete their education in an accredited mortuary science school and service the public in their choice profession in the State of Alabama.

All scholarship applicants must be sponsored by an active member of the AFDA. All scholarships will be awarded at the discretion of the Scholarship Committee of the AFDA. Awards will be based on application information, academic record and evaluation. The decision of the Scholarship Committee will be final. Should there be no applicants or if the applications do not meet the standards set by the committee, the committee reserves the right not to make the award. All awards will be made prior to the beginning of a full semester.

The student and the school will be notified by mail of the award. Upon proper invoices from the accredited school, the funds will be paid directly to the school on a pro-rata basis until the award is exhausted. The scholarship award is to be used exclusively for the payment of tuition of mortuary science classes, and textbooks necessary for the mortuary classes. If for any reason a recipient should drop a mortuary science required class or discontinue their education in the field of mortuary science, the unused portion will remain in the AFDA Scholarship Fund.

For a scholarship application, please go to:

http://www.alabamafda.org/Portals/0/PDF/Scholarship%20Application%203.pdf

Even though you personally may not be in need of scholarship assistance, remember there are plenty of aspiring funeral service practitioners in Alabama that could use a little help. Give them a heads up and share information regarding the availability of the AFDA Scholarship. The application process is painless!
Perhaps We Can Help …

As you know, the Alabama Funeral Directors Association initiated a new member service a while back, one we feel you will come to appreciate over time. Admittedly, you may not need to avail yourself of our placement service at this time, but should the need arise in the future, remember us.

Specifically, AFDA member firms in need of a funeral professional or support staff should e-mail their position information to Denise at dedmisten@alabamafda.org. Likewise, licensees or support staff need only to forward their respective resumes to Denise.

Of importance is the fact that all information will be treated with utmost confidentiality. Information will be submitted to potential employers only upon your written authorization.

Files will be kept on file for 90 days, but the time limit may be extended as appropriate. Should a position be filled or employment achieved, the association office should be notified accordingly; not only as a courtesy, but also so that Denise will not assume that the position is still open or an potential employee is available.

AFDA Trust Forms

If the AFDA Trust is a vital part of your business, treat it as such! If you are running low on trust forms, don’t wait until the last minute to place an order. Plan ahead and remember to take into consideration realistic shipping and turn-around times.

More importantly, do yourself a huge favor and place your order directly with the trust office at funeraltrustofalabama.net.

While Denise is always a backup for placing orders, expedite your order through the trust office. Remember, Denise isn’t in the AFDA office at all times and does have other responsibilities. So it’s easy for voice mails to get lost in the shuffle. Emailed paper trails of your order are a good way to insure that you placed an order and hopefully won’t run out of forms and be left wondering what to do without a form.

~ Disclaimer ~

The Undertakings is published as a membership service of the Alabama Funeral Directors Association (AFDA), Inc.

Portions of this newsletter are taken from other sources which we believe to be reliable. However, The Undertakings is not meant to provide a complete authoritative statement on the subjects discussed. The services of an attorney, accountant, or other professional should be sought in legal, tax, and compliance matters.

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The appearance, reference or advertisement of any product(s) or service(s) in this publication shall not be deemed an endorsement of such product or services by the AFDA unless specifically stated.
President Heath Bowen, CFSP has appointed the following members to serve on AFDA committees during the 2018-2019 Association Year.

Thank you for your willingness to serve! Your support and cooperation are appreciated.

Chairpersons and Committee Members

*Designates Chairperson or ** Co-Chairpersons

---

**BUDGET & FINANCE COMMITTEE**

Buffy Johnston, CFSP * ........................................... 251-667-7700
Kendall Glover, CFSP ** ........................................... 334-699-3888
Heath Bowen, CFSP ................................................. 205-251-5254
Mark Dryden ........................................................... 256-463-2287
Bart Kirland ............................................................ 256-878-2424
Mike Yates, CFSP ...................................................... 205-631-6252

(Ex-officio President serves on all committees)

---

**EDUCATION COORDINATOR**

Dr. Bill Counce * ...................................................... 205-915-2771

---

**FUNERAL TRUST OF ALABAMA**

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Mark Benten, CFSP ................................................... 256-352-3130
Kenny Blythe, CFSP ................................................... 256-232-1051
Heath Bowen, CFSP ................................................... 205-251-5254
Mark Craddock, CFSP ................................................. 251-866-7487
Kendall Glover, CFSP .................................................. 334-699-3888
Hunter Hobson .......................................................... 334-222-4567
Buffy Johnston, CFSP .................................................. 251-667-7700
Rev. Calvin Meadows, CFSP ......................................... 205-665-1106
Mike Morrison, CFSP ................................................. 256-383-7311

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**GIFT OF LIFE / DONATION**

Randy Anderson, CFSP, CCO * ..................................... 256-234-2511
Hunter Hobson .......................................................... 334-222-9567
Tim McRae ............................................................... 256-592-2233
Terry Sorrells ........................................................... 334-886-7777
Jared Stanton ............................................................ 256-734-0208

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**LEGISLATIVE COMMITTEE**

Doug Williams * ........................................................ 256-734-0208
David Benefield......................................................... 256-396-2888
Koven Brown, CFSP (Advisory) .................................... 256-435-7042
Dr. Bill Counce ........................................................ 205-915-2771
Mark Craddock, CFSP ................................................. 251-866-7487
Rev. Calvin Meadows, CFSP ......................................... 205-665-1106
Charles Perine, CFSP .................................................. 334-242-4049
John Cook Rudder ..................................................... 256-259-6430
Carrell Ann Spears .................................................... 334-493-2506

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**MEMBERSHIP COMMITTEE**

Mike Yates, CFSP * ...................................................... 205-631-6252
Benjie Hughes, CFSP ................................................ 251-621-5890
Buffy Johnston, CFSP ................................................ 251-667-7770
Mike Perry .............................................................. 256-362-2344
Mike Sartin ............................................................... 256-574-3965

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**ORGAN DONATION AD HOC COMMITTEE**

Dr. Bill Counce * ...................................................... 205-915-2771
Richard Clark ........................................................... 205-477-4888
Joe Jeffcoat ............................................................. 334-283-6801
Mike Perry .............................................................. 256-362-2344
Jared Stanton ............................................................ 256-734-0208
Mike Yates, CFSP ...................................................... 205-631-6252

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**OUTSTANDING SERVICE COMMITTEE**

Koven Brown, CFSP * (Emeritus) ............................... 256-435-7042
Luther Watts * ......................................................... 205-648-6611
Coley Trant ............................................................. 334-749-8700
Benjie Hughes, CFSP .................................................. 251-621-5890

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**PARLIMENTARY PROCEDURES**

Mitch Boles * (AFDA Counsel) ..................................... 205-994-5538

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**RESOLUTIONS / CONSTITUTION & BY-LAWS COMMITTEE**

Doug Williams * ...................................................... 256-734-0208
Don Daniels, CFSP, CCO ............................................ 334-382-2667
Geoff Halbrooks, CFSP, CCO ....................................... 256-773-2541
Chris Martin, CCO .................................................... 205-631-6252
Jimmy O’Bryant, Jr., CFSP, CCO ................................. 334-636-4456
John Purdy, CFSP ..................................................... 256-534-2471
Jason Wyatt ............................................................. 205-932-6702

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**SCHOLARSHIP COMMITTEE**

Whit Miles, CFSP * (Emeritus) .................................... 205-487-6405
Tom Bowen, CFSP .................................................... 205-487-4327
Mike Sartin ............................................................. 256-574-3965
Carrell Ann Spears ................................................... 334-493-2506

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**SMORT – EMERGENCY & DISASTER COMMITTEE**

Doug Williams * (Commander) ...................................... 256-734-0208
Heath Bowen CFSP ** ................................................ 205-251-5254
Geoff Halbrooks, CFSP, CCO ....................................... 256-773-2541
Buffy Johnston, CFSP ................................................ 251-667-7770
Chris Martin, CCO .................................................... 205-631-6252

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**AFDA ADMINISTRATIVE STAFF**

Denise Edmisten, CCO, Executive Director

334-956-8000 / Office
334-956-8001 / FAX
dedmisten@alabamafda.org
Your finances. Your future. Our focus.

For over 30 years, The 770 Group has helped families and business owners with everything from financial planning to corporate retirement plans, helping them meet the future with confidence. We take pride in our ability to listen and in our commitment to understand the issues most important to you.

Our areas of focus include:
• Financial planning
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We invite you to have a conversation with us.

The 770 Group
Bill Pahl
Senior Vice President–Investments
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UBS Financial Services Inc.
3455 Peachtree Road, Suite 1700
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News From NFDA Leadership Meeting
Grove Park Inn - Asheville, North Carolina

AFDA Executive Committee
Journeys To North Carolina To Learn The Importance of Effective Leadership Skills & The Importance Of Following One’s Passion

It has been said ... "Year to year you [NFDA] cover[s] all the basics of improving leadership and communication."

While it may appear that everyone was having way too much fun, unless you’ve been there to know first-hand, you need to understand that it is really difficult to capture pictures during NFDA’s training sessions. No one wants to be the individual who disturbs the presentations. More importantly, they don’t want their mindset to be distracted or to miss any valuable information to share with their colleagues back home. 😊
Continued from Page 5 ... Denise’s Soapbox—Conclusion

that NFDA has planned, I truly hope that you make plans to attend a live broadcast of *Music and the Spoken Word* featuring the Mormon Tabernacle Choir Sunday morning, October 14th. It is a not to be missed event no matter your religious preference. Tickets are not required, and admission is free, but is limited to those eight years of age or older. Doors will open to the public at 8:30 A.M. and guests should be seated by 9:15 A.M., when the doors are closed. The broadcast is 30 minutes in length and ends at 10:00 A.M. As I understand it, the Sunday, October 14th broadcast will be held on Temple Square at the Tabernacle.

President Heath has made his decision regarding the location of the AFDA Night in conjunction with the upcoming NFDA Convention. Invitations will be forwarded to all invitees. Invitees, please be considerate. When your invitation is received, please RSVP in writing to dedmisten@alabama.org. Remember that phoned RSVPs just don’t work as paper trails are required, not only to protect the innocent, but to ensure that I have everything correct! Tiny notes stuffed here and there just don’t work. Your understanding in this regard will really be appreciated. There’s no other way to put it than to say, guestimates to a restaurant manager is risky business at best and can and do result in many headaches and wasted funds.

Though similar reminders have been posted in the past, they are for your benefit. If you are planning on joining us in Salt Lake City, but for one reason or another haven’t made your hotel reservation yet, please don’t err on the misguided notion that I will be able to find you a room. NFDA’s hotel block has multiple offerings, but according to NFDA staff, reservations at one or more of the hotels were exhausted by late June. As for the AFDA room block, it is filled to the brim unless someone must cancel their reservation at the last minute. That should let you know there are no rabbits in hats at the AFDA headquarters.

While on the subject of upcoming events, as a gentle reminder, one that’s about as subtle as a sledge hammer reminder, it’s not too early to mark your calendar for January 20-22, 2019 and the AFDA Mid-Winter Meeting which will be held at the Hyatt Wyfrey in Birmingham. Our good friend, Mike Squires, former executive director of the South Carolina Funeral Directors Association, and current Editor-In-Chief of *Southern Calls*, will be on hand for a moving presentation entitled, “The Obsequies of The Rev. Billy Graham.

The Rev. Billy Graham, at age 99, still remained the most iconic religious leader of our time. From “the call” following his death on February 21, until he was laid to rest nine days later on the grounds of The Billy Graham Library, *Southern Calls* was the only funeral publication with press credentials covering all events in Charlotte.

Funeral arrangements had been planned and prepared for over many years, and 47 funeral directors from all parts of the United States participated in Rev. Graham’s service and memorial events. Mr. Squires will share his eyewitness account of the arrival of the family procession in Charlotte from The Cove in Montreat, NC, “Lying in Repose” at his childhood home, and the private funeral services attended by 2300 guests, including President Trump and Vice President Pence.

He will also share many of the 1800 behind-the-scenes photos taken by *Southern Calls* photographer, Zak Collins.

For those who don’t know Mike, you should know Mike’s funeral service career has spanned over five decades, from the earliest days at a funeral home in rural South Carolina to serving as executive director of the South Carolina Funeral Directors Association for 19 years. This incredible journey and lifelong experience in funeral service has shaped his passion to share the stories – *Southern Calls: A Funeral Director’s Perspective*.

Well now, have you pulled out your calendar and start marking important not-to-be-forgotten dates? I sure hope so.

---

**God grant me the serenity to accept the things I cannot change,**

**the courage to change the things I can,**

**and the wisdom to know the difference.**

*Reinhold Niebuhr*

---

**Hey Gang, while I strive go grasp change,**

**I’m heading to Maine so I can have a lobstah or three.**

**By the way, Larry the lobstah isn’t on the menu, but his cousins are!**
2018 State Board Mandated Continuing Education Programming

Addressing The Blood-Borne Pathogen Standard

*In order to renew your professional license, you MUST have proof of participation in one of following sessions.*

~ AFDA Registration Form ~

Programs are being offered at the following locations.

District 1 - September 27, 2018, 6:30 P.M. - 8:30 P.M. - Muscle Shoals Career Academy / 321 Jim Holland Drive, Room - Auditorium, Muscle Shoals, AL / Capacity - 196

District 2 - September 20, 6:30 P.M. - 8:30 P.M. - Snead Community College, 102 Elder Street, Room - Nursing Lecture Hall, Boaz, AL / Capacity 200

District 3 - September 24, 2018, 6:30 P.M. - 8:30 P.M. - Montgomery Museum of Fine Arts, One Museum Drive, Room - Auditorium, Montgomery, AL / Capacity 200

District 4 - September 25, 2018, 6:30 P.M. — 8:30 P.M. - Tillman’s Corner Community Center, 5055 Carol Plantation Road, Room - Auditorium, Mobile, AL / Capacity 200

Name of Licensee __________________________________________________________

*Only One Name May Appear Here / For Additional Licensees, Please See Reverse Side of Form*

Alabama Funeral Service License Number ________________________________________

Firm Name _________________________________________________________________

Firm Address ______________________________________________________________

City ___________________________ State ___________ Zip __________________________

Email _____________________________________________________________________

You Must Designate Which Session You Will Attend. Your registration will not be accepted without this information. Also, please understand that secondary to seating capacity restrictions, you cannot change your mind at the last minute.

_____ District 1 Meeting; _____ District 2 Meeting; _____ District 3 Meeting; _____ District 4 Meeting

Registration forms should be forwarded to the state association at your earliest convenience, but no later than September 13, 2018. Should you have any questions, please contact Denise Edmisten at 334-956-8000.

Please print below the names of those attending exactly as you would like for them to appear on name badges:

Name(s)

__________________________________________

__________________________________________

__________________________________________

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__________________________________________

__________________________________________

Please complete this form completely and forward by one of the three options:

email to: dedmisten@alabamafda.org

mail to: Alabama Funeral Directors Association
         PMB 380, 7956 Vaughn Road
         Montgomery, Alabama 36116

fax to: (334) 956-8001

Secondary to limited seating capacities, phoned registrations will not be accepted. So, do everyone a favor and consider registering early and on-line, where registrations are time and date stamped. In this fashion, we can promise a first come, first serve policy.

*** OVER, PLEASE … IMPORTANT INFORMATION ***
Please Type or Print

Name of Licensee ________________________________

District Attending (Must Be Indicated) ___________________________________________

Alabama Funeral Service License Number ________________________________________

License Number Must Be Provided Or Registration Will Not Be Processed

Email __________________________________________

Name of Licensee ________________________________

District Attending (Must Be Indicated) ___________________________________________

Alabama Funeral Service License Number ________________________________________

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Alabama Funeral Service License Number ________________________________________

License Number Must Be Provided Or Registration Will Not Be Processed

Email __________________________________________
ABFSE holds 56th Annual Conference in Anaheim, California

American Board of Funeral Service Education President Karl Kann (Worsham College, Wheeling, IL) presided over the ABFSE Annual Meeting during the organization’s 56th Annual Conference in Anaheim, CA.

Cypress College, Cypress, CA was the host school during the conference which ran from April 10-14, 2018. Jolena Grande (Program Director), Lori Collins, Damon de la Cruz, David McCament and Stephen Nichols represented Cypress College throughout the conference.

Forty-four of the 57 currently accredited programs of Funeral Service/Mortuary Science in the US attended the Annual Conference along with representatives of the four association members, National Funeral Directors Association (NFDA), National Funeral Directors and Morticians Association (NFDMA), International Cemetery, Cremation and Funeral Association (ICCFA) and Cremation Association of North America (CANA) and two candidate programs.

New officers were elected to lead ABFSE for 2018-2020. President is Jzyk Ennis from Jefferson State Community College, Birmingham, AL, Vice-President, Jolena Grande from Cypress College, Cypress, CA and Secretary/Treasurer, David Martin from Piedmont Technical College, Greenwood, SC. Mark Evely, Wayne State University, Detroit, MI was elected as Chairperson of the Committee on Accreditation and John Fritch, University of Central Oklahoma, Edmond, OK will lead the College and University Council.

ABFSE Committee on Accreditation (COA) reviewed specific accreditation activities of 14 programs along with graduation rates, NBE pass rates and job placement rates of all accredited programs. COA Chairperson Venus Riley Smith (Jefferson State Community College, Birmingham, AL), James Shoemake (Dallas Institute of Funeral Service), David Martin (Piedmont Technical College) and Gwen Mooney (ICCFA representative) were recognized and thanked for their years of service to the COA as their terms ended.

Enrollment and graduation statistics for 2017 were reviewed by the COA and the summary data will be shared with the programs and the public following the annual conference. Fifty-nine accredited schools and programs operated during 2017. Two programs closed during 2017, another is wrapping up operations during 2018. The program at Northeast Texas Community College was granted Initial Accreditation and another program is currently in Candidacy status. In 2017, 1646 graduated from accredited programs across the country and 2411 new students enrolled. Females were 64.8% of the graduates and 11% of all graduates had parents in funeral service.

Updated curriculum outlines for Business Law, Chemistry and Merchandising were approved and plans were made to initiate review of the funeral service law, small business management (w/accounting) and funeral service psychology and counseling teaching outlines during summer 2018. ABFSE reviews teaching outlines on an annual basis with input from the association members.

The scholarship committee recommended 2 undergraduate awards and 2 graduate scholarships. Names of recipients will be reported on the ABFSE website upon confirmation with the recipients.

The annual conference opened with an update on the ABFSE Strategic Plan and Review of Standards. The Scholarship Committee, Constitution & By-Laws Committee, Program Committee, NBE Liaison Committee, Curriculum Committee and COA Liaison Committee held their meetings.

Professional Development activities included “Advanced Embalming Made Easy”; “Credit and Financing a Funeral Home”; “Best Practices for Teaching Funeral Directing” and “Assessment”. The International Conference of Funeral Service Examining Boards (ICFSEB) provided an update of their statistics, policies and job task analysis. The association members, NFDA, NFDMA, ICCFA, and CANA provided a summary of their education related activities.

Continued On Page 26
ABFSE is currently in the midst of a ‘Review of Standards’. Periodically, accrediting agencies must evaluate the standards with which programs must comply. Comments from educators, students, funeral service practitioners and the general public were collected for the proposed update. The next round of comments on the Revised Standards will be collected during summer 2018. Updated Standards are due to be approved at the 57th Annual Meeting in Miami, FL.

Attendees received a status report on the pending 6th edition of the *Embalming* textbook and were treated to a reception courtesy of Service Corporation International.

Twenty-six exhibitors participated in a mini-trade show which included banking, education and grief related resources, embalming chemical companies, providers of death care products, potential employers and scholarship providers, textbook providers, and cremation-oriented companies along with the association members. A learner’s lounge was available to provide educators with assistance using the new online platform that will be used for self study submission.

Orientation for new members was included in the conference agenda and Martha Thayer (Arapahoe Community College, Littleton, CO) led a mentoring session designed to connect new program directors and faculty with experienced colleagues.

On the final day of the Conference, 15 program representatives attended a Self Study workshop to review expectations for the process known as the self study. At least every 7 years, every program undergoes a comprehensive review of its activities which is evaluated by a team consisting of two educators and one funeral service practitioner.

Formally established in 1962, ABFSE grew out of the efforts of NFDA, ICFSEB and the associations of funeral service schools and colleges. Today, ABFSE is recognized by the US Department of Education and the Council for Higher Education Accreditation as the accrediting agency for the colleges and universities teaching funeral service/mortuary science education in the US. ABFSE strives to cooperate with all groups and agencies having an interest in the advancement of the principles and standards of funeral service education.

ABFSE meets annually in April. A Directory of accredited programs is available at www.abfse.org.

For further information, please contact ABFSE at 992 Mantua Pike, Suite 108, Woodbury Heights, NJ 08097. (816) 233-3747.

Robert C. Smith III, Executive Director exdir@abse.org or Deb Tolboom, Executive Assistant dboom@abfse.org.

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"Grief never ends … but it changes.

It’s a passage not a place to stay.

Grief is not a sign of weakness, nor a lack of faith …

It is the price of love."

Author Unknown

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Pictured left to right - Jzyk Ennis, President (Jefferson State Community College, AL); Francisco Solis Past-President administered the Oath of Office (San Antonio College); Jolena Grande, Vice President (Cypress College, CA); Karl Kann, Immediate Past President (Worsham College, IL).

Not pictured: David Martin, Secretary/Treasurer (Piedmont Technical College).
NFDA Policy Board Elects Christopher Robinson and John Wenig to Serve on Board of Directors

July 9, 2018

Brookfield, Wis. – The National Funeral Directors Association (NFDA) Policy Board met on July 7 in Asheville, North Carolina and elected Christopher P. Robinson, CFSP, CCO, of Robinson Funeral Home in Easley, South Carolina, and John W. Wenig of Wenig Funeral Homes in Sheboygan Falls, Wisconsin, to serve as at-large representatives on the association’s Board of Directors. They will begin two-year terms of service immediately following the 2018 NFDA International Convention & Expo, October 14 through 17 in Salt Lake City, Utah.

Robinson’s roots in funeral service date to a summer job in high school digging graves by hand. After earning a bachelor’s degree in German and European history and a master’s degree in international business, he worked in the banking industry. Back in South Carolina, Robinson’s father continued to expand his funeral home through the purchase of a new location and by establishing a perpetual care cemetery. With no other relatives working in alongside his father, after five years Robinson decided to leave banking and return to his grave-digging roots to become a funeral director.

In his candidate statement, Robinson said, “My fellow funeral directors in South Carolina have allowed me the opportunity to serve our state association in many roles. Through my work with many fine funeral directors and fellow state officers, I have learned the challenges associations have faced. While the solutions to state association issues are not always obvious and easy, together we can and have come to the proper outcome through thoughtful study and analysis. The same thought processes and analysis would apply to the issues the NFDA Board of Directors encounters.”

Wenig is a first-generation funeral director who, after working for several funeral homes, purchased his own funeral establishments in Sheboygan Falls and Oostburg, Wisconsin. Wenig has served in various leadership capacities on the local, state and national level, including as the state of Wisconsin’s representative to the NFDA Policy Board. In a special election held in October 2017, Wenig was elected to serve a one-year term as an at-large representative on the NFDA Board of Directors.

“As a working funeral director, I understand the challenges and opportunities that exist in today’s current market and industry,” Wenig said in his candidate statement. “This background has enabled me to provide an experienced perspective to other funeral professionals within our association. I would be proud and honored to give back to my profession by being re-elected and serving on the NFDA Board of Directors.”
Technical Skills at the NFDA Convention

Embalming and restorative art topics are on the agenda of the 2018 NFDA International Convention & Expo, taking place October 14-17 in Salt Lake City. Noted experts will present education sessions on a variety of topics.

Kick things off with a preconvention seminar on Sunday October 14, *The Vernie Fountain Files: Embalming, Restoration and Death Investigation* presented by Vernie Fountain.

Workshops covering technical skills include:

- *Treating Difficult Institutionalized Medical Cases* presented by Karl Wenzel, CFSP (Sunday, October 14)
- *The Relevance of Restorative Art* presented by Dominick Astorino, CFSP, MBIE (Monday, October 15)
- *Creating Lasting Memories: Perfecting the Final Touch* presented by Wallace Hooker, CFSP, MBIE (Tuesday, October 16)
- *Restoration and Repair of Trauma Cases* presented by Amanda McElreath and Melissa Johnson (Wednesday, October 17)

Complete details about the 2018 NFDA International Convention & Expo can be found at [www.nfda.org/saltlake2018](http://www.nfda.org/saltlake2018).

Advice From Your Peers

Embalmers who have questions about how to approach a challenge they face in the prep room or want to share a tip that has helped them in the past can visit the new online “Embalmers’ Community.”

Exclusively for NFDA members, the online community is a place to meet, share ideas and collaborate with peers. The “Embalmers’ Community” can be found on the NFDA website, [www.nfda.org](http://www.nfda.org) (click on the “Resources” link at the top of the page; choose “Online Communities” from the menu).

Educate Your Families

NFDA has developed a consumer brochure, “Embalming: Answers to Your Questions.” This brochure gently explains the embalming process, describes the value of viewings and visitations as part of end-of-life rituals, and answers common questions that families may have. The brochure can be ordered through the NFDA Resource Store, [www.nfda.org/store](http://www.nfda.org/store), or by calling 800-228-6332.

Funeral directors may also want to encourage families to visit NFDA’s new consumer-facing website [RememberingALife.com](http://RememberingALife.com), which serves as a guide to honoring a life well-lived, from planning a tribute to mourning a loved one. The site offers guidance on how to start the planning process, the kinds of decisions families will make, and the many options available to make a tribute personal and meaningful. The site highlights information on service options (including embalming and the value of viewing), details about cremation and burial, and prefunding options. If visitors can’t find exactly what they are looking for, they can fill out the “Ask a Funeral Expert” form and an experienced professional will get them the information they need or refer them to a local NFDA-member funeral director for further assistance.

About NFDA

NFDA is the world’s leading and largest funeral service association, serving more than 20,000 individual members who represent nearly 11,000 funeral homes in the United States and 49 countries around the world. NFDA is the trusted leader, beacon for ethics and the strongest advocate for the profession. NFDA is the association of choice because it offers funeral professionals comprehensive educational resources, tools to manage successful businesses, guidance to become pillars in their communities and the expertise to foster future generations of funeral professionals. NFDA is headquartered in Brookfield, Wis., and has an office in Washington, D.C. For more information, visit [www.nfda.org](http://www.nfda.org).
2019 AFDA Draw Down

Just Think, You May Be The Winner Of The $5,000 Grand Prize

We're All Hoping You Will Join In The Fun.

~ Draw Down To Be Held Monday Evening, June 17, 2019 During The 2019 AFDA Convention ~

Important Facts

- Only 150 tickets will be sold.
- Tickets are $100 each.
- Tickets must be paid for at the time of purchase.
- Ticket sales will commence during the November AFDA District Meetings.
- See any AFDA Board Member to purchase your ticket(s).
- Yes, Denise will have a limited number of tickets available in the AFDA Office.
- Before you ask, credit card payments and AFDA dollars cannot be used to purchase tickets.
- You need not be present to win the Grand Prize, but you must be present to win any of the “interim prizes” that will be drawn that evening.

Remember ...

You’ve Got To Play To Win!
AFDA Birthdays

Would you believe, it’s been almost a year and we still haven’t been able to formulate a complete listing of the birthdays of all our AFDA members, but with your help will be able to do so in the very near future. We even tried some tricky maneuvers, but now are resorting to pleading with you to capture your birthday info.

That said, if you haven’t already done so, we’re hoping that you will take a moment to e-mail your birthday to the AFDA office. We’ll keep trying to gather this information, but until we are able to do so, we’d like to be the first to encourage those members and friends with birthdays occurring between now and the next edition of “The Undertakings,” to share that information with either Denise. They will be quick to pass it on to Sally so she may make certain all members are recognized on their special day!

~ October ~

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<td>Linda Lindley</td>
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<td>Brenda Reaves</td>
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Alabama Funeral Directors Association 2019 Membership Application New & Renewal

Instructions for 2019 AFDA Membership Application and Renewal of Membership Dues

Current Membership Information: (1) In order to ensure that we have your current address information in our database, please provide complete information; (2) Your application must be received by January 5, 2019 to ensure voting privileges at the Mid-Winter Meeting; (3) Association membership is non-transferable or assignable. Upon the sale or transfer of the assets of a funeral service establishment, the membership of the funeral service establishment immediately terminates. The funeral service establishment must also include of copy of both its funeral establishment license and a copy of the managing funeral director’s license.

Membership Categories

☐ **CATEGORY I:** Category I Membership in the Alabama Funeral Directors Association shall be open to any funeral service establishment licensed under Alabama state law, owned and operated by persons of integrity, good moral character and who are dedicated to the responsibilities to society and who apply for membership, and whose application is approved. Each member funeral service establishment shall be entitled to one vote at the district and state level so long as the firm is in good standing. One person may be designated by the ownership of the member establishment to exercise the membership privileges of a Category I Member.

**AFDA DUES:** $255.00

☐ **CATEGORY II:** Category II Membership shall be open to licensed funeral directors, licensed embalmers, apprenticed funeral directors, and apprenticed embalmers who are employees of a licensed funeral service establishment that maintains a Category I membership, and applies for membership and that application for membership is approved. Category II Members shall be accorded all rights and privileges of the Association except the right to vote and hold office in the Association.

**AFDA DUES:** $255.00

☐ **CATEGORY III:** Category III is open to licensed funeral directors, licensed embalmers, apprenticed funeral directors, and apprenticed embalmers who are employees of or retired from a licensed funeral service establishment and whose application for membership is approved. **Category III Membership is not available to owners of a licensed funeral service establishment.** Category III Members shall be accorded all rights and privileges of the Association except the right to vote and hold office in the Association.

**AFDA DUES:** $255.00

☐ **ASSOCIATE MEMBERSHIP:** Open to any individual who regularly sells funeral goods and/or services to members of the AFDA as a substantial part of their business enterprise. Associate Members shall be accorded all rights and privileges of the Association except the right to vote and hold office in the Association.

**AFDA DUES:** $255.00

☐ **PAST PRESIDENT MEMBERSHIP:** Open to AFDA Past Presidents. May attend meetings but will **not** have the right to vote or hold office in the Association. Past Presidents may participate by serving in an advisory capacity on committees.

**AFDA DUES:** $120.00

☐ **STUDENTS:** Open to students currently enrolled in a mortuary school in the State of Alabama

**AFDA DUES:** $25 ANNUALLY
AFDA MEMBERSHIP FORM

Please complete in its entirety and return.

Information received after January 5, 2019 carries no guarantee of being included in the 2019 Membership Directory.

Billing & Contact Information

Name of Funeral Home: __________________________________________________

Key Contact Person: ______________________________________________________

Mailing Address: __________________________________________________________

Street Address: ___________________________________________________________

City: ___________________________ State: _______  Zip Code: ___________

Phone: __________________________  Fax: _____________________________

E-Mail Address: ___________________________________________________________

[ ] Owned by independent, families or private corporations.

[ ] Owned by a corporation whose stock is publicly traded.

Membership Categories (Please check only one.)

Category I (All voting memberships) $255.00 $ __________

Category II $255.00 $ __________

Category III $255.00 $ __________

Associate Membership (Suppliers and Sponsors Only) $255.00 $ __________

Past President $120.00 $ __________

Student $ 25.00 $ __________

Less: Trust Participant Reward Points (__________) Total Due $ __________

Make Check(s) Payable to: Alabama Funeral Directors Association
PMB 380, 7956 Vaughn Road, Montgomery, AL 36116
Phone: 334-956-8000 / Fax: 334-956-8001 / Email: dedmisten@alabamafda.org

Also payable online - www.alabamafda.org under “Join AFDA” Reward Points cannot be used online.

Credit Card: ____________________________ Expiration Date: _______ CVS__________

Name On Card: __________________________________________________________________

Office use only: Date paid:___________ payment method:____________

Important Notice Regarding Tax Deductibility of AFDA Dues:
Due of the enacted Budget Revenue Reconciliation Act of 1993 (the “Act”), any dues revenues utilized by a professional or trade association for lobbying purposes cannot be deducted by the member who paid the dues. In accordance with the Act, the AFDA is hereby notifying its membership that it estimates that 2% of 2019 dues is non-deductible as ordinary business expense for federal tax purposes. This estimate is to be utilized by AFDA members in determining what portion of their dues is deductible. Please provide a copy of this notice to your accountant and/or tax preparer.
The Officers and Directors of the Alabama Funeral Directors Association (AFDA) encourage you to make your plans now to join them and the AFDA membership and their guests for the 2019 AFDA Mid-Winter Meeting and Expo. The combined format of an exposition and mid-winter meeting has it all. Truly, there is something for everyone.

Your Customers and Best Prospects Will Be On Hand.

Hundreds of funeral service professionals from Alabama and its neighboring states are being invited to the 2019 Mid-Winter Expo. These are the people who need what you sell. Without reservation, it can be said that this one-on-one opportunity to display your products and services is a definite business booster.

Why You Should Exhibit

♦ Introduce new products and services
♦ Increase exposure for existing products and services
♦ Develop and/or expand markets
♦ Meet potential new clients and chat about what you have to offer; help them understand why they should use your services and products
♦ Increase and maintain company visibility with potential and existing customers
♦ Expand your market share throughout Alabama

Hotel Information

As in 2016 and 2017, the Hyatt Regency Wynfrey in Birmingham will serve as headquarters for the association’s Mid-Winter Meeting and Expo. A special convention rate of $127.00 per night, single or double occupancy, is available for convention participants. A special rate of $157.00 per night, single or double occupancy has been negotiated for the Regency Club Level.

To reserve your room, please call 1-800-233-1234. Be sure to mention our special code, AFDA to receive the exceptional discounted group rate. All reservations must be made on or before January 2, 2019 to guarantee availability. Don’t take any chances, book early!

This Is Your Opportunity - If You Sell To The Funeral Service Industry, Be There!

If you have products geared to the funeral service industry, the AFDA Mid-Winter Expo 2019 is perfect venue for your marketing efforts. You see, for those funeral service practitioners that are unable to travel to the NFDA Convention, this is their local opportunity to see first-hand what you have to offer.

Unique Opportunity!

If you want to show your support for the AFDA, but don’t wish to exhibit, consider participating as an AFDA Patron for $200. Each person from your company must register as a Patron and will be charged $200 per badge. You will receive a Patron badge and access to the same events as exhibitors. Also, you will be listed in the Mid-Winter Expo Program. Without exception, to be admitted to the Expo Floor, a MEMBER OR VENDOR BADGE IS REQUIRED.

Please Contact the AFDA Office For Further Information

Denise Edmisten, Executive Director
Alabama Funeral Directors Association
PMB 380, 7956 Vaughn Road
Montgomery, Alabama 36116
Phone: 334-956-8000 / Fax: 334-956-8001
dedmisten@alabamafda.org

or

Sally Belanger, CFSP, MBIE, Virtual Assistant
Alabama Funeral Directors Association
Phone: 207-841-6330 / Secure Fax Line207-514-8400
sbelanger@alabamafda.org

Already Registered for 2019

- Ambulance & Coach Sales
- AnswerTel
- Atlantic Coast Life Insurance Company
- Batesville Casket Company
- Coats Clothing Company
- Matthews Aurora Funeral Solutions
- Pierce Chemical ~ The Wilbert Group
- Shields Southeast Sales, Inc.
2019 AFDA MID-WINTER MEETING & EXPO  
January 13-15, 2019

~ Mid-Winter Agenda ~

Monday, January 14, 2019

Exhibitor Setup ................................................................. Available Anytime Prior to 3:00 P.M.
Committee Meetings ............................................................ 8:00 A.M. - 12:00 Noon
Registration ................................................................. 9:00 A.M. - 1:00 P.M.
Educational Seminar ............................................................ 9:00 A.M. - 11:00 A.M.
AFDA Board of Directors Meeting ................................. 11:45 A.M. - 1:00 P.M.
Educational Seminars ............................................................ 1:00 P.M. - 3:00 P.M.
Exhibition Open / Reception in Exhibit Hall ......................... 3:30 P.M. - 7:00 P.M.

Tuesday, January 15, 2019

Exhibition Open / Continental Breakfast in ....................... 8:30 A.M. - 10:00 A.M.
Exhibit Hall
AFDA Business Session .......................................................... 10:00 A.M. - 12:00 Noon

Exhibitor Information

Booth Fee Includes:
• 2 exhibitor badges for each booth. Additional booth badges may be purchased for $50.00 each,
• 8’ x 10’ booth with 8’ back drape and 3’ side drape or
• 6’ x 2’ side drape draped-table and one chair per booth
• Additional 6’ x 2’ tables - $50 each
• Exhibits open for 5 hours
• Signage: 1 single-line identification sign
• Continuous complimentary food and beverage service Monday evening, 3:30 P.M. – 7:00 P.M.
• Continental breakfast Tuesday morning in Exhibit Hall
• Excellent exposure to funeral service professionals
• Close, tight floor plan to maximize traffic in front of your booth
• Full attendee list following the show, free of charge
**Contract**

The following rules and regulations become binding upon acceptance of this contract between applicant and his/her employees, and the Alabama Funeral Directors Association, the event sponsor.

**Space Assignment**

Booth assignments will be made to afford separation of competing products and for optimal exposure. Payment must accompany exhibit request application.

**Booth Description**

Booths are 8’ x 10’ in size, carpeted and equipped with a draped backdrop 8’ high and side dividers 36’ high. A complimentary sign identifying your company will be provided, as well as a 6’ table and one chair. No walls, partitions, signs or decorations may be erected which will interfere with the general view “down the isle”, or with other exhibits. Booth assignments must conform to the National Association of Exposition Managers guidelines; copies of which are available on request.

**Exhibition Move-In & Move-Out Times**

*Tentative move-in Sunday evening, January 13, 2019, after 9:00 P.M. Exhibitors will be notified by Veal Convention Services if this is possible.

Move-In: Monday, January 14, 2019, 8:00 A.M. – 3:00 P.M.

Tear-Down, Move-Out: Tuesday, January 15, 2019, 10:30 A.M. – 12 Noon. Early departure will carry a financial penalty of $150.00.

**Exhibit Hours**

Monday, January 14, 2019, 3:30 P.M. – 7:00 P.M.  *Subject to change

Tuesday, January 15, 2019, 8:30 A.M. – 10:00 A.M.  *Subject to change

**Rental Service**

Veal Convention Services, our professional exhibition services coordinator, has been hired to set up the exhibition hall. Information on the rental of electricity, carpet and furnishings will be emailed to the addressee indicated on the Exhibit Agreement to receive all further correspondence. Freight and shipping details also will be made available.

**Food Service**

AFDA reserves the right to provide food and beverage service while the Exhibit Hall is open.

**Cancellation**

No cancellation shall be acknowledged unless received by the AFDA staff in writing. Should an exhibitor wish to cancel 30 days prior to the set-up date, a 50% refund will be made by AFDA. No refund will be made for cancellations without 30 days written notice.

**Fire and Safety Regulations**

All local regulations will be strictly enforced. Exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. All display materials and decorations must be flame-proof and subject to inspection. No flammable substances may be used or shown in booth.

**Liability and Insurance**

The hotel management and AFDA will take all reasonable precautions to avoid loss of exhibitor’s property by theft or fire, but under no circumstances shall the hotel management or AFDA be responsible for such losses, and it is recommended that exhibitors cover their property with suitable insurance. In the enforcement and interpretation of the following rules and regulations, the decision of the association is final.
Eligible Exhibits
The association reserves the right to determine the eligibility of any company or products for inclusion in the exhibition and reserves the right to reject, evict or prohibit any exhibit, in whole or in part, or any exhibitor, or his representatives, with or without giving cause.

Noisy and Obnoxious Equipment / Boxes
The operation of whistles or any objectionable device will not be allowed. After the show opens, noisy and unsightly work will not be permitted. All packing materials and boxes must be out of sight.

Security
AFDA will arrange for security guards to supervise traffic flow and maintain security of the exhibit area, if required. Security will be provided during show hours. Individual companies are responsible for security of their booths. All persons entering the exhibit hall must be registered for the Exhibition and wear association-provided identifying badges.

Exhibit Floor Access
AFDA reserves the right to limit access to the exhibit floor to anyone during times the show is not officially open.

Public Policy
Exhibitors are charged with knowledge of all ordinances and regulations pertaining to taxes, health, fire prevention, customs and public safety while participating in this show. Compliance with such laws is mandatory for exhibitors and the responsibility of the exhibitor.

Use of Booth Space
Exhibitors shall reflect their company’s highest standards of professionalism while maintaining the booth during show hours. No exhibitor shall assign, sublet or share the space without the permission of the association.

Damage to Property
Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to standard booth equipment, or to other exhibitors property. Exhibitors must not apply paint, lacquer, adhesive or any other coating to building, floors or to standard booth equipment.

Opportunities Straight Ahead …
Don’t Miss Them.
Reserve Your Booth Today!
2019 AFDA Mid-Winter Meeting & Expo
January 14-16, 2019
Hyatt Regency Wynfrey Hotel
Birmingham, Alabama

~ EXHIBIT AGREEMENT ~

Please complete the following in its entirety, listing the name and address of the individual responsible for the exhibit. The exhibitor kit, including shipping forms, exhibitions instructions, rules and regulations and any additional information will be mailed or emailed to this person only!

Company _____________________________________________________________________________________________

Name ____________________________________________________Title ________________________________________

Name as it should appear on name badge. Please attach additional pages with additional names.

Mailing Address _______________________________________________________________________________________

City _________________________________________ State ____________________ Zip ___________________________

Phone ________________________________ Email Address:__________________________________________________

Payment must accompany exhibit request in order to reserve exhibit space. Booths will be assigned to give optimal exposure and separation of product.

Total Number of Booths Requested:_________ Product to be Displayed:______________________________________

Booth Fees: Prior to December 18, 2018 Requests Received After December 18, 2018 ENFORCED)
$400 for an 8’ x 10’ booth $500.00 per booth. This policy is strictly enforced.

Total $ _______________________

Patrons: $200 per person

My signature below indicates that I understand and agree to abide by the Rules and Regulations attached to this Agreement.

Company Representative’s Signature ______________________________________________________________________

Make Checks Payable To: Alabama Funeral Directors Association
PMB 380, 7956 Vaughn Road, Montgomery, Alabama 36116

Or Email To: dedmisten@afda.org or sbelanger@comcast.net
Or FAX to 334-956-8001 or 207-514-8400 with credit card information

☐ MasterCard ☐ Visa ☐ American Express Card Number: _______________________________________________________

Expiration Date: ______________________ Name on Card:_____________________________________________________

Signature:_____________________________________________________ Security Code: ___________

For AFDA Use Only: Amount Received: __________ Check Number: __________ Date: ___________________

Assigned Booth Number(s) __________ __________ __________ __________ __________
I encourage you to look at Denise’s column where she speaks of visiting the Mormon Tabernacle Choir Sunday morning. This is a not-to-be missed event and it’s free! Also, if you want to experience a delightful Sunday brunch after leaving the Tabernacle, think about brunch at The Grand American Hotel. It is scrumptious or so I’ve been told. Reservations are recommended. Just Google The Grand American Hotel for details. Finally, for a beautiful view of the city and the surrounding valley, be sure to have dinner at either The Roof Restaurant located on the 10th floor of the Joseph Smith Memorial Building, 15 East South Temple, Salt Lake City or its sister restaurant, also at the same location. The Roof Restaurant is a little more upscale, but the food in either restaurants is great. Again, Google the restaurant and take a peek. It is listed as one of Salt Lake City’s best restaurants.

Hope to see you soon,

Heath

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The Undertakings - September 2018

Policy Board Meeting
Summary & Highlights

July 6-7, 2018
The following summary and highlights from the July 2018 meeting of the NFDA Policy Board is provided for informational purposes only. Official minutes of the meeting are subject to approval by the Policy Board at the October 2017 meeting. Highlights of the meeting are shown in red. If you have questions about information presented in this summary or require additional information, please contact Carol Hendrick, Senior VP of Strategic Development, at 906-4395587 or chendrick@nfda.org.

Friday, July 6
Meetings with At-large Representatives. Policy Board members met informally in their At-large representative groups.

Saturday, July 7
At-large Representative Elections. The Policy Board elected Christopher P. Robinson, CFSP, CCO, of Easley, SC, and John W. Wenig, of Sheboygan Falls, WI, as At-large Representatives to the NFDA Board of Directors. They will begin their two-year terms of service immediately following the 2017 NFDA International Convention & Expo in Boston, MA. Link to 2018 NFDA Elects At-large Representatives for additional information on and video interviews with both candidates.

New Member Installation.
The following new Policy Board members were installed by President Ken Cahall:

- Hillary Adair (AZ)
- Bill Hightower (GA)
- Justin Smith (KS)
- Clarence “CR” Lyons III (MA)
- Pat Patton (MN)
- David Ainsworth (MS)
- Kent Bell (MT)
- Orlando Covington Jr (NJ)
- Elias “Al” Alvidrez (NM)
- Bob Ellsworth (SD)
- James Olson (WI)

Minutes of the Last Meeting. Minutes of the October 22, 2016 meeting were approved.

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The Funeral Trust of Alabama by Geoff Halbrooks, CFSP, Chairman

Greetings from the Funeral Trust of Alabama!

I would like to begin by saying a great big thank you to those who serve on the Trust Board. Without your dedication and commitment we would not be unable to achieve and share the success that we enjoy. Thank you to those who have served and to the new board members who have joined us, welcome!

The Funeral Trust of Alabama (FTA) continues to grow and develop into the premiere pre-need trust in the State. I greatly appreciate all of the firms who entrust us with their pre-need dollars. Deposits continue to be strong and the UBS group continues to impress us with the growth of our trust. I am particularly happy to say that in the near future we plan to roll out some new options for our participants! Stay tuned!

The Trust is nearing the 38 million dollar mark and growing! You ask, why chose the FTA?

- Claims are paid promptly,
- Records are supplied to the Department of Insurance on a timely basis,
- all forms are supplied to you at no cost
- AND your questions are answered!

If you do not already participate, please give us a call. We will gladly sit down and introduce you to the Funeral Trust of Alabama. It’s a good product.

Thank you for allowing me to serve as the Chairman of the FTA.

Geoff Halbrooks

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Leadership Orientation. President-elect Chuck Bowman and CEO Christine Pepper briefed the Policy Board on their duties, obligations and leadership roles. A link to their presentation is provided in the Policy Board and State Executives sections of the NFDA Website.

2018 Proposed Bylaw Changes. President Cahall and General Counsel Scott Gilligan briefed the Policy Board on proposed NFDA Bylaw changes to be voted on by NFDA membership in August 2018. Link to 2018 Proposed Bylaw Changes for additional information.

NFDA Reports. CEO Christine Pepper provided information and updates on the following NFDA initiatives and services:

- **The Yearly Show** with Ed Defort - an in-depth video review of NFDA’s 2018 Consumer Preference Survey findings.
- Research and information highlights, including NFDA’s 2018 Cremation and Burial Report.
- NFDA’s endorsed member benefit programs, emphasizing NFDA’s new Health Insurance options.
- NFDA’s Remembering a Life website for consumers and Remembering a Life film contest.
- Have the Talk of a Lifetime campaign updates.
- NFDA’s new digital Director magazine.
- Funeral Service Foundation scholarship activity, youth and funerals initiative and upcoming golf outing in Salt Lake City in memory of NFDA Past President Bob Biggins.
- A preview of the upcoming NFDA International Convention & Expo in Salt Lake City.
- Links to The Yearly Show and Christine’s presentation are provided in the Policy Board and State Executives sections of the NFDA Website.

Legal Report. General Counsel Scott Gilligan report on the following developments:

- Enforcement action being taken by the New York Bureau of Funeral Service against AAMI graduates.
- A complaint filed by NFDA with the FBI against Heritage Cremation Providers.
- Information on the five newly appointed Commissioners to the FTC and the upcoming Funeral Rule review.
- Developments in the O’Connor v. Dodge lawsuit in which a funeral director with leukemia is suing several embalming product manufacturers.
- The recent Wisconsin Supreme Court case upholding Wisconsin’s anti-combination law.

A link to Scott’s written report is provided in the Policy Board and State Executives sections of the NFDA Website.

Lending USA. Elaine Valdez, Relationship Manager of Lending USA, presented information on Lending USA’s consumer financing programs for funerals.

Federated Insurance. Jack West, National Account Representative of Federated Insurance, presented information on Federated’s funeral home insurance program and the benefits it provides to funeral directors.

State Reports. The following state reports were provided by Policy Board members:

- **Jeff Fraley (WV)** reported that the state association changed its name to the West Virginia Funeral Directors and Crematory Operators Association. He also reported that a recent bill to sunset the West Virginia Funeral Board was unsuccessful.
- **Bea Lewanduski-Lecesse (NY)** informed the Policy Board that the New York State Funeral Directors Association’s convention will be held in August. New York continues to work on its EDRS system.
- **Michele Kutta (MD)** informed the Policy Board that the executive of the Maryland State Funeral Board vacated her position and the association is hoping to have a better relationship with the State Board. Maryland is using NFDA’s model right of disposition law to institute a 72-hour waiver period. She noted that the NFDA Professional Women’s Conference will be held in Annapolis next year.
- **CR Lyons (MA)** reported on the closing of Mt. Ida Mortuary School earlier this year. Two different community colleges are now working to develop mortuary school programs.
- **Raymond Butterfield (RI)** noted that a Rhode Island community college is one of the community colleges developing a new mortuary school program. It would be a two-year program starting in 2019 for a tuition of $9,000.
- **Bill Hightower (GA)** updated the Policy Board on three upcoming events for the Georgia Funeral Directors Association. The association is hoping to grow its membership.
- **Les Powell (VA)** reported that the Virginia Funeral Directors Association just completed a successful convention. He noted that legislation in Virginia would require all hospices and funeral homes to use the EDRS system.

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Continued from Page 39 - Policy Board Report

- **Orlando Covington (NJ)** informed the Policy Board that the state association had successfully challenged the Catholic Diocese of Newark in a lawsuit and has stopped its cemeteries from selling funeral and burial merchandise.

- **Pat Patton (MN)** reported that the Minnesota Department of Health was successful in pursuing a bill to define what crematory training will be required for crematory operators; however, the bill was vetoed by the Governor. Pat reported that the Minnesota Funeral Directors Association met with Lifesource regarding its aggressive harvesting of tissues and the problems it presents. Pat noted that Minnesota has had an EDRS system in place for twelve years and 99% of the physicians are on the system.

- **Kent Christiansen (UT)** reported that there are still issues with mortuaries who are hired by medical examiners to transport bodies and who are improperly soliciting families. Kent noted that Utah’s budget bill had increased burial transit permit fees over 400%. Utah was successful in enacting an alkaline hydrolysis law. The state association is looking forward to the NFDA convention in Salt Lake in October.

- **Jay Hunn (OK)** informed the Policy Board that the Oklahoma Funeral Directors Association is now using text messaging to communicate with members and has a new website. He also noted that several bills to eliminate the Oklahoma Funeral Board were unsuccessful. Jay reported that the state is implementing its new funeral director-only licensing alternative. He mentioned that OFDA is now known as OKFDA. Lastly, he reported that Oklahoma does have new legislation that would give the spouse the right of disinterment and has a bill pending to allow alkaline hydrolysis.

- **Bill Lauber (NE)** reported that the association defeated a proposed sales tax on funeral services.

Meeting Highlights & Agenda Items for Future Meetings.

Highlights included:

- The **NFDA 2018 Yearly Show** presenting the latest NFDA consumer preference findings and trends.
- Upcoming elections and vote on proposed NFDA Bylaw Changes.
- NFDA’s newest endorsed vendor providing members with Health Care Options.

Suggestions for future agenda items included:

- A request that the Policy Board examine different educational standards for funeral director and embalmer licenses among the states.

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**Help Is On The Way For Denise!**  
**Sally L. Belanger, CFSP, MBIE**  
**Engaged As AFDA Virtual Assistant**

It’s Assured ... Together They Will Make A Wicked Good Team.

Tuesday, August 14, 2018 found Denise dancing in the streets and singing to the top of her lungs. You see, the AFDA Board of Directors accepted her recommendation in hiring Sally Belanger, a long-time friend of the Alabama Funeral Directors Association (AFDA), as a virtual assistant. With the technological opportunities available today, Denise pointed out that many organizations are using virtual assistants to help support their full-time executive team, executive directors and membership with great success.

Sally, a licensed funeral service practitioner and the former executive director for several state associations over the years comes to the AFDA with an understanding of what Denise needs to help make her life a little easier. Sally admits that she can be a little over zealous sometimes, or as Denise says, “like a squirrel on steroids”, but through it all, her long-term goal is to strive for the best and to make officers and organizations shine.

And so the journey begins. Effective September 1, 2018, we will have a new staffer ... a northerner at that! Sally is excited about the opportunity to continue to give back to funeral service, a profession she loves. As she relates, funeral service has been good to her over the years and she would like to continue to remain productive as long as she can.

Sally sends a special note to Koven Brown, Earl Mitchell and Terry Sorrells - Who would have ever “thunk it” when we were on that fateful whitewater rafting trip so many years ago in Colorado? Izyk, not to be forgotten, we have a long history. I’m excited to be able to continue to bounce thoughts off you every now and then. If you find yourself in Maine anytime soon, you know how to drive my car and know how to get to the house. Perhaps we can find a couple lobstahs to celebrate or perhaps we can find some snowflakes in Freeport, outside of LL Beans. so you and Sherri can make more snow angels.

Bottom Line: Sally looks forward to being of service to the Alabama Funeral Directors Association.

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Endorsed by the Alabama Funeral Directors Association, the Funeral Trust of Alabama is the largest and oldest investment funded pre-need trust in the State of Alabama. Join the Funeral Trust of Alabama for exceptional investment growth.

Each team member oversees the other in a system of checks and balances.

PMB 380, 7956 Vaughn Road • Montgomery, AL 36116
334-956-8000 • 334-965-8001 (fax) • dedmisten@alabamafda.org
Autumn, the year’s last, loveliest smile.

-William Cullen Bryant