

2013

**Tennessee Funeral Directors Association
and the**

Tennessee Funeral Supply Sales Club

Present their

110th
ANNUAL CONVENTION

REMEMBERING THE PAST

Realizing the Future



June 2 - 4, 2013

**Embassy Suites Hotel and Conference Center
1200 Conference Center Blvd.
Murfreesboro, TN 37129**

**Make your reservations today by phone (615) 890-4464
Or by online at www.murfreesboro.embassysuites.com**

Deadline for the TFDA block of rooms is FRIDAY, MAY 10, 2013.

Schedule of Events AT A GLANCE

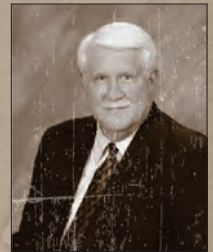
SUNDAY JUNE 2, 2013

12:00 noon – 7:30 PM - Registration Desk

12:00 Noon – The Silent Auction Begins Be sure to visit the TFDA Silent Auction in the conference center lobby. Donations will need to be made personally. Receipts will be available for personal reimbursements.

1:30 PM – 4:30 PM - Todd Van Beck Presents “Prospering in 2013; Heritage of Helping”
(State Approved - 3 CEU's)

Todd Van Beck is one of the best known and most well regarded educators, writers and speakers in the funeral profession. He will be discussing:



Todd Van Beck

Heritage of Helping

- A. The Mission of Funeral Service
- B. When We Are Up Against It - Disaster and Tragedies
- C. I Heritage of Service and Helping Others
- D. Ah! The Good Old Days: When Things Were Set, Solid and Secure

Prospering in 2013 - Not As Easy As the “Experts” Tell Us

- A. Quality or Else!
- B. What Is Quality Exactly?
- C. A Reasonable Theory to Deal With Change
- D. Practical Outreach Programs to Help the Future of the Funeral Home

5:00 PM – 6:00 PM - Capstone Preneed Funding Solutions Sponsors the TFDA/TFSSC Memorial Service The Memorial Service is the most important function at the convention.



What a great honor for our association to participate in celebrating the lives of our deceased members who have left us this past year.

6:00 PM – 8:30 PM - Exhibit Hall Grand Opening Reception We have several new and returning exhibitors excited about showing you their new product! (State Approved - 1 CEU)

8:30 PM – 10:00 PM - Capstone Preneed Funding Solutions Sponsors the Annual Ice Cream Social Everyone knows, after browsing the Exhibit Hall, it is refreshing to sit, have a cup of coffee and some ice cream.



**Please remember to bring your TFDA Card;
non-member fees will apply to those without proof of membership.**

MONDAY JUNE 3, 2013

9:00 AM – 10:00 AM - TFSSC Business Meeting

9:00 AM – 11:00 AM - TFDA Business Meeting - 50 Years of Service Plaques Awarded (State Approved - 2 CEUs)

11:00 AM – 1:00 PM - Joint Luncheon

"How the Connecticut Funeral Directors and its Members Faced the Challenges of Newtown"

Pasquale Folino, President, Connecticut Funeral Directors Association

John F. Cascio, Executive Director, Connecticut Funeral Directors Association

Laura R. Soll, Communications Director, Connecticut Funeral Directors Association

Learn from the leaders of the Connecticut Funeral Directors Association (CFDA) how the organization rapidly mobilized to respond to the catastrophic tragedy at Newtown's Sandy Hook Elementary School. Cascio, Folino, and Soll will recount how more than 160 Connecticut Funeral Directors stepped forward to work together and support each other during the unimaginable week of December 14, 2012.

(State Approved - 1CEU)



John Cascio



Pasquale Folino



Laura Soll

1:00 PM – 4:00 PM - Exhibit Hall Open

(State Approved - 1 CEU)

6:00 PM – 10:00 PM - Monday Night Event ***"Remembering the Past, Realizing the Future"***

Join us for dinner and a walk down memory lane. There will be times you want to laugh and cry. The Silent and Live Auction will be concluded.

TUESDAY JUNE 4, 2013

110th Annual TFDA/TFSSC Convention Golf Outing - Sponsored by Aurora Casket Company - Lunch Sponsored by Wilbert Vaults of TN Indian Hill Golf Club, Murfreesboro, TN

1:00 PM – 3:00 PM - Seminar TFDA Introduces the Funeral Service Assistant

(State Approved - 2 CEU's)

Introduction: The Tennessee Funeral Directors Association has developed a program to serve as an educational opportunity for Funeral Service Assistants. This training program outline is being submitted by the Education Committee to promote knowledge and education to those individuals that serve as 'funeral assistants' within funeral homes in the State of Tennessee.

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Purpose: The program is to provide basic expectations to funeral service assistants. In addition to these expectations, this training program will also deliver some guidelines for the roles that these individuals play within the funeral home setting.



Mike Bryan

3:00 PM - 4:00 PM - Seminar "From the Past into the Future: Responding to Change with Technology", Mike Bryan, General Manager, Batesville Interactive, Batesville Casket Company (State Approved - 1 CEU)

In today's changing world, the one thing that remains constant in the funeral industry is our commitment to helping families honor the lives of those they love. To focus on serving families, it is essential to have a healthy business.

This 1 hour presentation will outline consumer and industry trends and give insight into how technology can respond to these changes in a way that optimizes service to families and creates value for funeral homes.

4:00 PM – 5:00 PM - LEGISLATIVE SUMMIT Presented by W. Jack Farrar, CFSP, will discuss the future and direction of purposed legislation (State Approved - 1 CEU)

5:00 PM – 6:00 PM - Past President's Reception

You are invited to join us in honoring our Past President's at the Past President's Reception. Come and enjoy the music of Craig Duncan, Strolling Violinist and make your request!



Craig Duncan

6:00 PM – 10:00 PM - Grand Banquet Henry Cho, a comedian that the entire family will love.

Cho, who is of Korean American descent, was raised in Knoxville and went into stand-up comedy in 1986. He attended University of Tennessee at Knoxville, and moved to Los Angeles, California in 1989 to pursue his career, but always with the intent of returning to his roots in Tennessee.

Cho often uses his childhood experiences as an Asian American in the South in his comedy. "I'm an Asian with a Southern accent," remarks Cho, "To a lot of people, that right there is funny." He frequently makes remarks about the church he goes to, but not in a mocking way. **\$1,000 CASH GIVE AWAY! Must be present to win!**



Henry Cho

Special Guests:

Reverend John North and his wife, Vickie
Convention Chaplain, Rogersville, TN



John North

Robert L. "Robby" Bates,
CFSP - 2012-2013 President-elect
DeKalb, Texas



Robert Bates

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A SPECIAL THANK YOU TO OUR CONVENTION Sponsors & Exhibitors

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HELP SUPPORT
YOUR ASSOCIATION!

2013 TFDA/TFSSC 110th Annual Convention

June 2 – 4, 2013

Embassy Suites Hotel & Conference Center, Murfreesboro, TN
\$155.00 Room Rate

**Pre-registration must be received by the TFDA office no later than
Friday, May 10, 2013 for pre-registration prices
Fax 615-321-8792 • Email office@tnfda.org**

Please mail form along with check to:
TFDA Convention, 1616 Church Street, Suite A, Nashville, TN 37203

PLEASE PRINT ALL INFORMATION

Name: _____ Firm/Company Name: _____
Address: _____
Phone: _____ Fax: _____
Email: _____

PACKETS:	Price Before MAY 30, 2013	Price After MAY 30, 2013	Non-Member Fees
# _____ One Individual Complete Packet	\$195	\$240	\$390

Includes: One Registration, "Prospering in 2013: Heritage of Helping" (3CEUs), Memorial Service, Exhibits (1CEU), Capstone Preneed Funding Solutions Ice Cream Social, TFDA Business Meeting (2CEUs) Joint Luncheon (1CEU) Monday Night Event, Tuesday's Funeral Assistant Program (2CEUs), Batesville Seminar (1CEU), TFDA Legislative Summit (1CEU), One Grand Banquet.

# _____ One Couple Complete Packet	\$390	\$480	\$780
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Includes: Two Registrations, "Prospering in 2013: Heritage of Helping" (3CEUs), Memorial Service, Exhibits (1CEU), Two Capstone Preneed Funding Solutions Ice Cream Social, TFDA Business Meeting (2CEUs) Two Joint Luncheons (1CEU), Two Monday Night Events, Tuesday's Funeral Assistant Program (2CEUs), Batesville Seminar (1CEU), TFDA Legislative Summit (1CEU), Two Grand Banquets.

INDIVIDUAL EVENTS:

# _____ Registration	\$40	\$40	\$80
# _____ Joint Luncheon (1 CEU)	\$40	\$55	\$80
# _____ Monday Night Event	\$65	\$80	\$110
# _____ Grand Banquet	\$65	\$80	\$120

TOTAL AMOUNT OF CHECK:

\$ _____	\$ _____	\$ _____
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Pay with your VISA or MasterCard Number: _____

Card Expiration Date: _____ Three Digit number on back of card: _____

Name on Card: _____

Address: _____ Zip: _____

NO EVENT TICKETS WILL BE SOLD ON THE DAY OF THE EVENT. REGISTRATION IS FREE AND MEALS ARE HALF PRICE FOR CHILDREN UNDER THE AGE OF 12 YEARS. MAKE YOUR RESERVATIONS TODAY AT THE EMBASSY SUITES HOTEL & CONFERENCE CENTER. DEADLINE FOR THE TFDA BLOCK OF ROOMS IS FRIDAY MAY 11, 2013. CONTACT THE HOTEL DIRECTLY AT (615) 890-4464, MAKE SURE YOU INFORM THE HOTEL ARE WITH THE TFDA CONVENTION GROUP.



PLEASE PRINT NAMES FOR NAME TAGS:

Firm/Company Name: _____

Name: _____ Events: _____

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Name: _____ Events: _____

Name: _____ Events: _____

Embassy Suites Hotel & Conference Center is holding a block of rooms for the TFDA group. Please remind them that you are with the TFDA Convention Group to get your special room rates.

**MAKE YOUR RESERVATIONS DIRECTLY TO THE HOTEL
(615) 890-4464 or online at www.murfreesboro.embassysuites.com**

**ANY SPECIAL REQUESTS: Do you need to have a room close to the exhibit hall?
Do you need a wheelchair, etc? Please state any special needs:**



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May 10, 2013**

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