

Tennessee Funeral Directors Association
and the
Tennessee Funeral Supply Sales Club

Present the 103rd Annual Convention

*“A Future to Serve . . .
A Heritage to Preserve”*

June 4 – 6, 2006

**Franklin Marriott Cool Springs Convention Center
Franklin, Tennessee**

Make your reservations today at
(615) 261-6100

Deadline for the TFDA block of rooms is May 13, 2006
You must be a TFDA member to attend the convention.



**Serve
Preserve**

Scheduled Events

Sunday, June 4, 2006

12:00 Noon

Registration Desk Opens

12:00 Noon

Silent Auction - Bidding will begin in hotel foyer

2:00 PM

Seminar - "Restoration After the Organ Donation" Angela Hitchcock, Funeral Industry Liaison, presented by Tennessee Academy of Graduate Embalmers (*Pending Approval for 1 CEU*)

3:00 PM

Seminar - "Becoming a Service Provider", presented by Steve Jones, President, Meierjohan-Wengler, Inc. (*Pending Approval for 1 CEU*)

4:00 PM

Seminar - "The Body Farm", presented by Dr. Bill Bass, Forensic Anthropologist (*Pending Approval for 1 CEU*)

5:00 PM

TFDA/TFSSC Memorial Service

6:30 PM

Sneak Preview of Exhibits (*Pending Approval for 1 CEU*)

8:30 PM

Ice Cream Social sponsored by Southland National Insurance Corporation

Monday, June 5, 2006

7:00 AM

TFDA/TFSSC Sponsored Breakfast

9:00 AM

TFDA Business Meeting
(*Pending Approval for 2 CEU's*)

9:00 AM

TFSSC Business Meeting

11:00 AM

Joint Luncheon
Speaker, Doug Sparkman "Climbing Out of the Box" Magic With A Message (*Pending Approval for 1 CEU*)

1:00 PM

Exhibit Hall Open (*Pending Approval for 1 CEU*)

6:30 PM

Spouses Appreciation Night
Conclusion of Silent Auction
"Hardeman Country" The Shackelford's
Garry Hood presents "The Lighter Side of Life"
\$1,000 Cash Giveaway (*must be present to win*)

Tuesday, June 6, 2006

7:00 AM

TFSSC Golf Tournament, Legends Golf Course, Franklin, TN

9:00 AM

"Tour of the Stars Homes" - Optional Tour
(*approximately 3 hours*)

1:00 PM

State Board of Funeral Directors and Embalmers
(*Pending Approval of 3 CEU's*)

4:00 PM

TFSI Stockholders Meeting

6:00 PM

Reception, Honoring Our Heritage – A Tribute
To Our Past Presidents

7:00 PM

Grand Banquet, presenting Darryl Worley
\$1,000 Cash Giveaway (*must be present to win*)

Silent Auction

Be sure to visit the TFDA-PAC Silent Auction in the hotel lobby. Cash donations will need to be made personally. Receipts will be available for personal reimbursement. PAC Funds are to be made from personal contributors. Cash, personal checks and personal credit cards will be accepted.

50 Years of Service Plaques

Each year at the convention, 50 Years of Service Plaques are given at the TFDA Business Meeting. If you have 50 years of service or know someone that does, please contact the TFDA office 800-527-1599, 615-321-8792, fax 615-321-8794 or by email tnfuneral@xspedius.net.

MasterCard/ VISA Credit Cards Accepted

TFDA offers the availability of using MasterCard and Visa credit cards for registration fees, event tickets and silent auction purchases.

Convention Admittance

You must be a 2006 TFDA member to attend the annual convention. You will be asked to show proof of membership when attending. Please be prepared to show your TFDA membership card.

2006 TFDA Members

Thank you to the Tennessee firms and individuals that have shown their support by becoming 2006 TFDA members.

Preserve

Scheduled Events

Sunday, June 4, 2006

12:00 Noon SILENT AUCTION

Bidding will begin in hotel foyer.

12:00 Noon – 8:30 PM REGISTRATION DESK OPEN

2:00 PM – 2:50 PM SEMINAR

"Restoration After the Organ Donation" by Angela Hitchcock, Funeral Industry Liaison, presented by the Tennessee Academy of Graduate Embalmers (*Pending Approval for 1 CEU*)

Angela Hitchcock, Funeral Industry Liaison, Mid-South Tissue Bank, Memphis, TN. Hitchcock has been involved in the funeral industry since 1993, when she started her apprenticeship in the state of Virginia. To continue her education, she moved to Tennessee to attend NWMCC in Southaven and graduated with a certificate in 1996, and her Associates Degree in 2000. She worked in Memphis as a funeral director with Forest Hill Funeral Home, eventually becoming manager of Forest Hill South Funeral Home until she left in 2003 to work with Mid-South Tissue Bank.

This will be a video presentation discussing:

- What is the difference between organ donation and tissue donation?
- How do we receive information from the hospitals? Why do hospitals call the tissue bank?
- What happens after the hospital refers a potential donor?
- Why does the recovery process take so long? What are the time frames between death and recovery?
- And much more!

3:00 PM – 3:50 PM SEMINAR

"Becoming A Service Provider" by Steve Jones, President, Meierjohan-Wengler (*Pending Approval for 1 CEU*)

Steve Jones began his career with Meierjohan-Wengler, a leading cremation urn manufacturer, in 1979. Steve's first assignment was in the finishing department, which proved to be an invaluable experience as it gave him an excellent overview of the entire MW product line. Other assignments at Meierjohan-Wengler included machining and working in the metal melting department of the foundry. In 1981, he was promoted to floor supervisor and then to plant manager. He was named company vice president in 1990 and president in 1996.

When Meierjohan-Wengler was purchased by the Aurora Casket Company in 1997, Steve continued his role as president of Meierjohan-Wengler, Inc., a wholly owned subsidiary of Aurora.

With over 26 years of experience in manufacturing, sales management and training, Steve has a varied and extensive background. He has presented continuing education programs across the country for funeral homes as well as for state and local funeral associations.

Steve will be discussing:

- Assumptive Selling
- A.S.W.O.T. Analysis of the Funeral Profession
- Becoming the Event Planner
- Transformation from a Seller of Merchandise to a Provider of Service
- Costco Discussion
- The Cremation Family – Differences and Similarities
- The Stages of Service – Where is your Company?

4:00 PM - 4:50 PM SEMINAR

"The Body Farm" by Dr. Bill Bass, Forensic Anthropologist (*Pending Approval for 1 CEU*)

Dr. Bill Bass, a legend in forensic circles, has assisted with hundreds of cases for the FBI and numerous other law-enforcement agencies. He created the world's first laboratory devoted to human decomposition: The University of Tennessee's Anthropology Research Facility. He has written or co-authored more than two hundred scientific publications, many based on murder cases and other mysteries he has helped to prosecute or solve. A gifted teacher, he has been named "National Professor of the Year" by the Council Advancement and Support of Education.

He will discuss how forensics help play a key role in solving hundreds of cases for the FBI and other law enforcement agencies.

5:00 PM – 6:00 PM 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 recently deceased members who have left us this past year.



Angela Hitchcock



Steve Jones



Dr. Bill Bass

6:30 PM – 8:30 PM EXHIBIT SNEAK PREVIEW *(Pending Approval for 1 CEU)*

Stroll through the exhibit hall and see all the new products that the exhibitors have displayed. See up-to-date Sponsored Contributors and Exhibitors on back page. Please remember to support our dedicated contributors and exhibitors! Place your order at the convention.

8:30 PM – 10:00 PM ICE CREAM SOCIAL SPONSORED BY SOUTHLAND NATIONAL INSURANCE CORPORATION Catch up with friends and colleagues over a bowl of ice cream or cup of coffee.

Monday, June 5, 2006

7:00 AM – 8:30 AM TFDA/TFSSC SPONSORED BREAKFAST

Have breakfast on us!

9:00 – 11:00 AM TFDA BUSINESS MEETING *(Pending Approval for 2 CEU's)*

You will want to attend the TFDA Business Meeting following the breakfast for a brief recap of TFDA accomplishments, and meet your new officers and directors. Also, the 50 Years of Service Plaques will given at this meeting.

8:30 AM – 4:00 PM REGISTRATION DESK OPEN

9:00 AM – 10:00 AM TFSSC BUSINESS MEETING

11:00 AM – 12:30 PM JOINT LUNCHEON

"Climbing Out of the Box, Magic With A Message" by Doug Sparkman, Motivational Speaker

(Pending Approval for 1 CEU)



Doug Sparkman

Doug Sparkman, better known as "Sparkman" will present "Climbing Out of the Box, Magic With A Message". Sparkman left Engineering School at the University of Memphis to run his expanding furniture moving company. That company grew into an interstate firm with profile customers like Terminix and St. Jude Children's Hospital.

His next occupation looked like a wrong turn, but it was the perfect move for him. He took his sales and management experience, joined it with his ability to win friends and influence people, and added a little magic. He turned his sideline as a magician into a full time career as a corporate speaker and entertainer.

As a magician he is a skilled, sleight-of-hand, close-up performer. He also performs a comedy stage show using audience assistants. However, much of his work is as a corporate speaker. In that realm he uses magic to deliver business messages.

Questions from corporate professionals about his creativity led him to develop "Climbing Out of the Box – Creativity for Smarties". This talk looks at the benefits of creative solutions and ways for business people to develop their creative side. Sparkman illustrates the topics with incredible feats of the mind and motivational stories of creative people.

1:00 PM – 4:00 PM OPEN EXHIBIT FLOOR *(Pending Approval for 1 CEU)*

6:30 PM SPOUSES APPRECIATION NIGHT

"Hardeman Country" The Shackelfords — Garry Hood presents "The Lighter Side of Life"

\$1,000 CASH GIVEAWAY *(Must be present to win)*

Ya'll come and enjoy the sweet sounds of "Hardeman Country" as they crank out your classic rock and country favorites. Together since the mid 80's, "Hardeman Country" formed to contribute their talents to raise money for the American Cancer Society in the annual Hardeman County ACS Hee Haw Show. In its 27th year, they have continued to make the show the number one fundraiser of its kind in the state of Tennessee. "Hardeman Country" features Jeff and Kandy Shackelford of Shackelford Funeral Directors of Bolivar.



"Hardeman Country"

Tuesday, June 6, 2006

7:00 AM TFSSC Golf Tournament

Legends Golf Course, Franklin, TN. This will be a separate mailing - watch your mail!

9:00 AM DEPARTURE FOR "TOUR OF THE STARS HOMES"

Optional Tour *(approximately 3 hours)*

The tour will include a drive through Nashville including historic 2nd Avenue, the State Capitol, Fort Nashborough and the Ryman Auditorium. You will enjoy a driving tour through the neighborhoods of the elite country music artists who call Nashville their home. While on tour you will see the homes of country music greats such as Alan Jackson, Trace Adkins, Ronnie Milsap, Dolly Parton, Martina McBride, Ronnie Dunn & Kix Brooks, Trisha Yearwood, Little Jimmy Dickens and late legendary performers such as Webb Pierce, Hank Williams and Tammy Wynette. The tour is a must for country music fans!

1:00 PM – 4:00 PM STATE BOARD OF FUNERAL DIRECTORS AND EMBALMERS

MEETING *(Pending Approval for 3 CEU's)*

The State Board of Funeral Directors and Embalmers Meeting will proceed as usual at the TFDA/TFSSC Convention. If you have not been able to participate in one of these meetings, this is your opportunity to see the system work. Come and meet your State Board members.

4:00 PM TFSI STOCKHOLDERS MEETING

6:00 PM RECEPTION Honoring Our Heritage – A Tribute To Our Past Presidents.

All are invited to this reception as we salute our past leaders.

7:00 PM GRAND BANQUET presenting Darryl Worley

\$1,000 Cash Giveaway (Must be present to win)

This Tennessee traditionalist is in the process of completely reinventing himself as an artist. He has not only spent years as a talented songwriter but now has made his presence known with country music hits like "I Miss My Friend", "A Good Day to Run" and "Have You Forgotten".

Darryl was born in West Tennessee and raised in Hardin County. He has been very involved in his community in creating the Darryl Worley Foundation. The proceeds from the Tennessee River Run, which he sponsors at Pickwick each year, go into the Foundation, which makes charitable contributions to different organizations and individuals. Last year, the Foundation gave \$50,000 to the Red Cross for Katrina Relief efforts; the Foundation previously gave \$40,000 to the local medical center to purchase a chemotherapy hood. Presently, he is helping raise funds for a cancer treatment center in Hardin County which will be able to not only help chemotherapy but radiation patients as well.

Come join us for a guaranteed entertaining night!



Darryl Worley

SPECIAL GUEST

MICHAEL R. ST. PIERRE, CFSP - NFDA TREASURER 2005 – 2006

Michael St. Pierre is a fifth-generation funeral director at Wilson St. Pierre Funeral Service and Crematory in Indianapolis, Indiana. He has a Bachelor of Science degree in Marketing Management from East Tennessee State University and graduated from the Indiana College of Mortuary Science. He is a licensed funeral director in Indiana and Tennessee.



Michael R. St. Pierre, CFSP

St. Pierre's experience at the state level is with the Indiana Funeral Directors Association. He is a past president and liaison to the Association and the Hightower Services Board of Directors, and served as a chair and member on various committees. He is also a past member of the Allied Memorial Council of Indiana and the Indiana FDA/Indiana Cemetery Prearrangement Law Joint Task Force.

On the national level, St. Pierre served on the NFDA Executive Board as an at-large representative from 2001 to 2003, and was the Indiana Policy Board member from 1998 to 2001. He also has served as a member of multiple committees and subcommittees for NFDA.

St. Pierre was also President and Board Member for Selected Independent Funeral Homes, President of the Association Funeral Directors International, Chair of the National Foundation of Funeral Service, Treasurer of the Consumer Information Bureau, Inc., and Indiana State Chairman for the International Order of the Golden Rule.

CONVENTION CHAPLAIN

BEN S. FLATT

Ben S. Flatt is an evangelist for the churches of Christ, living in Henderson, TN. After 46 years of local work, the last 18 with the Henderson Church of Christ, he is now conducting revivals and gospel meetings as well as doing fill-in preaching for smaller churches. He also does after dinner speaking.

He was born on a farm near Gainesboro, TN. After graduating from Jackson County High School, he received his A.A. from Freed-Hardeman College in 1960 and his B.S. from Tennessee Tech in 1962. He taught eighth grade math for two years.

Flatt began preaching by appointment at age 13. He has served several churches, all in Tennessee. He has also conducted almost 575 gospel meetings in 21 states and two foreign countries. He has about 50 meetings scheduled for the next several years. Flatt has conducted about 600 funerals since 1961.

He is married to the former Judy Anderson of Crossville, TN. They have three daughters, one son and six grandchildren, all living in the Nashville area.

Flatt has served in many ways in the Henderson community. He is a member of the Lions Club, serving as secretary/treasurer for 17 years; on the Advisory Board of Freed-Hardeman University, serving as chairman for two years; on the American Cancer Society Board, serving as Relay Chairman two years; has served on the Crime Stoppers Board and Foster Care Review Board.



Ben S. Flatt

Preserve

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SOUTHLAND NATIONAL INSURANCE CORPORATION

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PLANNING ALLIANCE

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Mike Harding

102 Dante Circle - Maryville, TN 37803

(865) 380-5500

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As of April 1, 2006

Service
Preserve

2006 TFDA/TFSSC 103RD ANNUAL CONVENTION

JUNE 4 – 6, 2006

FRANKLIN MARRIOTT COOL SPRINGS CONVENTION CENTER FRANKLIN, TN

Pre-registration must be received by the TFDA office May 31, 2006 for pre-registration prices.

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

PLEASE PRINT ALL INFORMATION

NAME: _____ FIRM: _____

	<u>PRICE BEFORE</u>	<u>PRICE AFTER</u>
	<u>05/31/06</u>	<u>05/31/06</u>
PACKETS		
# _____ One Individual Complete Packet Includes: Registration, Monday Joint Luncheon, Monday Night Event & Tuesday Grand Banquet	\$160.00	\$175.00
# _____ One Couple Complete Packet Includes: 2 Registrations, 2 Monday Night Joint Luncheons, 2 Monday Night Events, and 2 Tuesday Night Banquets	\$320.00	\$350.00
EVENT & NUMBER OF TICKETS		
# _____ REGISTRATION Includes: 9 Total CEU's: Exhibits (1 CEU), 3 Seminars (1 CEU each), TFDA Business Meeting and Breakfast (2 CEU's), and State Board Meeting (3 CEU's)	\$30.00	\$30.00
# _____ MONDAY, JOINT LUNCHEON (1 CEU)	\$30.00	\$35.00
# _____ MONDAY NIGHT, SPOUSES APPRECIATION	\$45.00	\$50.00
# _____ TUESDAY MORNING, "TOUR OF THE STARS HOMES" (Optional Event)	\$30.00	\$35.00
# _____ TUESDAY, GRAND BANQUET with DARRYL WORLEY	\$55.00	\$60.00

Total Amount of Check \$ _____ \$ _____

Pay with your VISA or MasterCard (Please circle one)

Number: _____

Name on Card: _____ Card Expiration Date: _____

Please include the 3 digit number on the back of your card: _____

**NO EVENT TICKETS WILL BE SOLD ON DAY OF THE EVENT.
REGISTRATION IS FREE AND MEALS HALF PRICE FOR ALL CHILDREN UNDER THE AGE OF 18.**

**MAKE YOUR RESERVATIONS TODAY AT THE FRANKLIN MARRIOTT COOL SPRINGS
CONVENTION CENTER IN FRANKLIN (615) 261-6100.**

Make sure you tell the hotel you are with the TFDA Convention Group.

(State Approval of CEU's is Pending)

2006 103rd TFDA/TFSSC ANNUAL CONVENTION

JUNE 4 – 6, 2006

FRANKLIN MARRIOTT COOL SPRINGS CONVENTION CENTER FRANKLIN, TN

Pre-registration must be received by TFDA by May 31, 2006

Please mail registration form along with your check to:

TFDA Convention, 1616 Church Street, Suite A, Nashville, TN 37203

PLEASE PRINT ALL INFORMATION

NAME: _____

FIRM OR COMPANY NAME: _____

ADDRESS: _____

PHONE: _____ FAX: _____ EMAIL: _____

PLEASE PRINT NAMES FOR NAME TAGS

NAME: _____ EVENTS: _____

NAME: _____ EVENTS: _____

NAME: _____ EVENTS: _____

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NAME: _____ EVENTS: _____

NAME: _____ EVENTS: _____

NAME: _____ EVENTS: _____

NAME: _____ EVENTS: _____

Franklin Marriott Cool Springs Convention Center is holding a block of rooms for the TFDA group.
Please remind them that you are with the TFDA Convention to get your special rate.

**MAKE YOUR RESERVATIONS
DIRECTLY TO THE CONVENTION CENTER AT (615) 261-6100.**

ANY SPECIAL REQUEST:

Do you need to have a sleeping room close to the exhibit hall? Do you need a wheelchair, etc? Please state below any special needs:

