



Fall Conference
November 7 – 9, 2018
Atlantic City, NJ



Sponsored by:

Delaware First State Cemetery Association

Maryland Cemetery, Funeral and Cremation Association

New Jersey Cemetery Association

Pennsylvania Cemetery, Cremation and Funeral Association

Virginia Cemetery Association

General Information

Dates: Wednesday, November 7, 2018 – Friday, November 9, 2018

Location: Golden Nugget Hotel & Casino
Huron Avenue & Brigantine Boulevard
Atlantic City, NJ 08401
www.goldennugget.com
Reservations: 800-777-8477

Hotel Rate: \$60/night + tax (Check in: 4:00pm)
Group Discount Code: **AFUNE18**
Reserve by October 23, 2018

Registration Includes:

Wednesday: Cocktail Reception with Exhibitors

Thursday: Continental Breakfast, Lunch, and Reception with Exhibitors

Friday: Continental Breakfast with Exhibitors

Admission to Exhibits

Questions:

For general information, please contact your state association, or Amy Shimp (Dulaney Valley Memorial Gardens) at (410) 666-0490, or David Michener (Allegheny and Homewood Cemeteries) at (412) 682-1624

Crematory Operator Certification Program

Matthews Cremation Division will conduct a one-day crematory operator certification program on Wednesday, November 7, 2018 from 9:00am - 5:00pm. All materials will be provided and a certificate will be issued upon successful completion. This program and conference is open to registrants from all Mid-Atlantic States. To register, please complete the attached form and send with your attendee registration.

For further info, contact Jonathan Pace at (732) 545-4184 or JP@FMPark.org.

Schedule & Exhibit Hours

WEDNESDAY, NOVEMBER 7, 2018

| | |
|-----------------|---|
| 9:00am – 5:00pm | <i>Crematory Operator Certification Program</i> _____ Ron Salvatore |
| 3:00pm | Mid-Atlantic Conference Registration Opens |
| 5:00pm – 7:00pm | Mid-Atlantic Conference Cocktail Reception |

THURSDAY, NOVEMBER 8, 2018

| | |
|-------------------|---|
| 7:30am – 8:45am | Continental Breakfast |
| 8:45am – 9:00am | <i>Opening Remarks: Embracing New Ideas</i> _____ David Michener |
| 9:00am – 9:30am | <i>More Than Taps: Military Honors Throughout History</i> _____ Jari Villanueva |
| 9:30am – 10:30am | <i>So You Think It's Tough Now?: 5 Cremation Issues</i> <i>Affecting Funeral Homes and Cemeteries</i> _____ Poul Lemasters, Esq. |
| 10:30am – 10:45am | Break |
| 10:45am – 11:45am | <i>Addressing Harassment and Employee Controversies</i> _____ Stephanie Ramsey |
| 11:45am – 1:15pm | Lunch with Exhibitors |
| 1:15pm – 2:15pm | <i>Marketing to the New Boomer</i> _____ Larry Merington |
| 2:15pm – 2:30pm | Break |
| 2:30pm – 3:30pm | <i>Embracing Cremation</i> _____ Carey Montes |
| 3:30pm – 4:30pm | <i>The Today of Pet Loss Services and What Might Surprise You!</i> _____ Coleen Ellis |
| 4:30pm – 5:30pm | Prime Time with Exhibitors |
| 5:30pm – 7:30pm | Cocktail Reception with Exhibitors |

FRIDAY, NOVEMBER 9, 2018

| | |
|-------------------|---|
| 7:45am – 9:00am | Continental Breakfast |
| 9:00am – 9:30am | <i>Industry Outlook & Legislative Initiatives</i> _____ Christine Toson Hentges, CCE ICCFA President |
| 9:30am – 10:30am | <i>The First Call: Do You Have Them at Hello?</i> _____ Poul Lemasters, Esq. |
| 10:30am – 11:00am | <i>100 Takeaways for Success & ICCFA Raffle</i> _____ Amy Shimp |
| 11:00am | Lunch on your own |

2018 Mid-Atlantic Conference Attendee Registration Form

PLEASE PRINT CLEARLY

BUSINESS NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE NUMBER: _____

ATTENDEES (First and last name, email address)

1. _____

2. _____

3. _____

4. _____

_____ \$295.00 Early Registration Fee (before August 31, 2018)

_____ \$395.00 Registration Fee (after August 31, 2018)

_____ \$245.00 Registration Fee for Additional Attendees

_____ \$175.00 Registration Fee for Spouses

_____ - \$100.00 (*Discount for those in CREMATORY OPERATOR CERTIFICATION PROGRAM – Separate Registration Form enclosed*)

_____ TOTAL

Please make checks payable to: MASCF

Mail payment to: Mid-Atlantic States Cemetery & Funeral Conference
c/o Dulaney Valley Memorial Gardens
200 East Padonia Road
Timonium, MD 21093

Fax registration to: (410) 666-8879

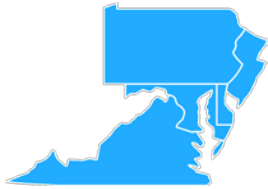
You may pay for your registration by credit card:

____ Visa ____ MasterCard ____ American Express

Name on Card _____ Exp. date ____/____/____

Credit Card # _____ CW _____

Billing Address _____



Crematory Operator Certification Program
in conjunction with the
2018 Mid-Atlantic States Cemetery and Funeral Conference
and conducted by
Matthews Cremation Division



Today, the “industry standard” is to have certified crematory operators at your facility. Considering many states require additional training, now is the time to take advantage of our...

Crematory Operator Certification Program

- ✓ Open to all, no matter the state you call home
- ✓ All materials provided
- ✓ Certificate issued upon successful completion
- ✓ Qualifies for 6 CE credits in PA, MD, and VA
(If you are a PA, MD or VA Funeral Director please make note on the registration form so we may process your credits.)

When?
Wednesday, November 7, 2018
9:00am – 5:00pm

Where?
Golden Nugget Atlantic City
Huron Ave & Brigantine Blvd
Atlantic City, NJ 08401
(800) 777 – 8477



We are offering this program at the *discounted tuition of \$325*. The eight-hour program (9:00am – 5:00pm) includes lunch, two coffee breaks, and admission to the Mid-Atlantic States Cemetery Funeral Conference’s opening cocktail reception from 5:00pm – 7:00pm.

Want to attend the Mid-Atlantic States conference through Friday? Enjoy a *discounted registration of \$195*. Plus, mention code *AFUNE18* by October 23rd to stay at the Golden Nugget Atlantic City for just *\$60/night* (+tax)!

Crematory Operator Registration Form

BUSINESS NAME _____
 (PLEASE TYPE OR PRINT ALL INFORMATION)

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE NUMBER _____ Email _____

ATTENDEES _____

OTHER ATTENDEES _____

\$325 x number of attendees _____ = Total \$ _____

Please make check payable to the: "MASCFC"

Send Payment to:
 Franklin Memorial Park
 P.O. Box 7076
 North Brunswick, NJ 08902

For further information, contact: [Jonathan Pace \(732\) 545 - 4184](mailto:Jonathan.Pace@FMPark.org) or JP@FMPark.org