



***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](http://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 Villaneuva
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 – 10:00am	<i>Industry Outlook &amp; Legislative Initiatives</i> _____ Christine Toson Hentges, CCE ICCF A President, Elect
10:00am – 11:00am	<i>Do You Have Them At Hello?: A Look Into the</i> <i>Consumer's First Calls with Deathcare</i> _____ Poul Lemasters, Esq.
11:00am – 11:30am	<i>100 Takeaways for Success &amp; ICCFA Raffle</i> _____ Amy Shimp
11:30am	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

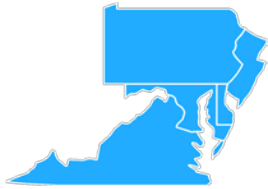
**You may pay for your registration by credit card:**

\_\_\_\_ 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 23<sup>rd</sup> 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](mailto:JP@FMPark.org)