

A QUARTERLY PUBLICATION OF THE
SOUTHERN CEMETERY, CREMATION &
FUNERAL ASSOCIATION

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A Quarterly Publication of the Southern Cemetery, Cremation & Funeral Association



The Southerner

Issue 51 Spring 2017

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PRESIDENT'S MESSAGE
By Kyle Nikola
Savannah Family of Cemeteries, Savannah, GA



How the clock keeps on turning, 2016 has come and gone and now we are quickly approaching June and our Annual Convention! That means it is the time of year for everyone to start making their plans to attend in Chattanooga where we have a great lineup of speakers and a great venue to meet. It also means we need to start looking for nominees for our lifetime achievement. If you know of someone who has been in the Death Care Industry for at least 25 years, has been an

active member of the Southern during those years and has made a measurable contribution to the Southern and Industry in general, please look to submit their information to the Association for consideration. You can find more information about how to on page 16 in the newsletter.

Another opportunity also becomes available this time of year as we are in the process of looking for members to become a part of the Board of Directors. Please think about volunteering your time to join the board; this is a great way to be involved and get to meet great people throughout the process and grow within our profession. I know this opportunity has allowed me to grow so much and am thankful to have the opportunity to serve. More information on nominations and the application can be found on page 19.


Since our last newsletter our longtime Executive Director, Mary Perl, notified the board that she was looking towards the future and planned to retire at the conclusion of our convention this year. As a board, we want to thank and recognize all that Mary has done as we are in a great position today as an association in large part due to her contributions.

I hope to see everyone soon in Chattanooga,

Kyle

**SCCFA * CAT * KCA * GCA Annual Convention,
Chattanooga, TN
June 25 -27, 2017**

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LEGISLATION

By Linda Cotten

Greenleaf Memorial Park, New Bern, NC

It can't be emphasized enough that we must all be aware and outspoken regarding our state's proposed legislation that is potentially damaging to the consumer and to our industries. During three hearings on a proposed bill that would have merged the NC Cemetery Commission into and under the NC Funeral Service Board, no one from the NC Cemetery Association, the NC Cemetery Commission, the NC Funeral Service Board nor the Funeral Directors and Morticians Association of NC testified that the merger would be a positive one.

As I walked to my car with the co-sponsor of this bill, she remarked that she couldn't recall another set of hearings where absolutely no one was in favor of the proposal. I relayed my comfort that we seemed to have dodged a bullet, and her remark was, "Don't let your guard down". While I realized this seemed ominous, I didn't really process what could potentially and did actually occur. The issue was later side-stepped. In the interest of proposing "efficiency" in state government, a bill was sponsored requiring licensing boards to consolidate any board with less than 1500 licensees into other boards to minimize the cost of licensure. This would sunset the NC Cemetery Commission in a few short years and we would be regulated by the NC Funeral Service Board. As an independent cemetery owner, my position is that NC Cemetery regulation is the best it's been since the inception of the Commission. No changes are needed because nothing is broken. I would ask that our new board consider adopting a formal position against this legislation.

While we're all interested in increasing government efficiency, let us stop and take a fine-tuned look as to whether this would actually occur. If this would be such a great idea, why are there only three states with combined Funeral Home and Cemetery Regulatory Boards? One of the most critical effects on the consumer is that the bill would require the NC Cemetery Commission to "hand over" their Consumer Protection Fund which is around \$150,000 to date. Our Cemetery Commission is funded solely through licensing fees and regulatory fines. We use absolutely no state funds. The proposed composition of the consolidated regulatory board would be out of balance and weighted in favor of the funeral industry. (Cemetery owners do not even qualify for membership in the NC Funeral Directors Association.)

It goes without saying that operating a funeral home and a perpetual care cemetery is vastly different. Clearly, the best oversight is done by experts in the respective fields. The differences in these two industries are too great to be overcome under the umbrella of one board.

With a combined regulatory board, there is potential conflict of interest regarding the sale of preneed vaults and memorials which most likely would result in a lack of competition, and therefore, probably higher costs to our consumers.

It's easy to follow the proposed legislation in your state. Go to the General Assembly homepage and use the "Search Bill Text" function or something named similarly. Search for any references to "cemetery", "burial", or "funeral". You will be able to see the current status of any proposed bills. As text evolves when a bill moves through the legislative process, you can read the older version along with the current version to compare what changes have been made. Follow how your representatives vote on specific legislation. Know who they are and develop a relationship with them. Make even a small donation to their campaigns, regardless of their party affiliation.

You also can sign up for specific committees' notices via email. Unfortunately, in NC, many times we don't get the notice until the day before the meeting which presents its own set of problems.

You'll find you can make a huge difference in pending legislation if you are current on a proposed bill. Your representatives want to know how you feel about whether or not they should vote to pass a bill. They won't know the real issues unless you make yourself heard. Please don't hesitate to speak up.

Your board would welcome information regarding any potentially dangerous legislation in your state. Please feel free to email Mary with your current concerns. She will pass along the information to our Executive Board for consideration.
sccfa@bellsouth.net

Southern Cemetery, Cremation and Funeral Association APPLICATION / RECOMMENDATION FOR NOMINATIONS TO THE BOARD OF DIRECTORS

Instructions:

- To assure consideration by the Nominations Committee and Board of Directors this form must be received by a member of the Nominating Committee, a Director, or the Association Office (69057 Taverny Court, Madisonville, LA 70447) prior to the Board of Directors Meeting on Sunday, June 25, 2017, preceding the Annual Meeting on June 26, 2017. You may fax this application form to the SCCFA office at 985-206-5607 or email it to sccfa@bellsouth.net.
- To be eligible for election to the Board the person must be an active member in good standing, registered and in attendance at the annual meeting at which elected and qualified and willing to serve.

Application. The undersigned active member requests that his/her name be considered for nomination to Board of Directors at the next annual meeting.

Recommendation. The undersigned recommends that the active member described below be considered for nomination to the Board of Directors at the next annual meeting.

Biographical Data Concerning Applicant / Person Recommended:

Name: _____

Position: _____

Company: _____

Address: _____

Office Phone: _____ Fax: _____

Cell Phone: _____

Email Address: _____

Will serve if selected? _____ Will attend annual meeting? _____

Describe experience in cemetery / funeral industry:

Describe activities in the Southern Cemetery, Cremation and Funeral Association:

Other qualifications / remarks:

	If signed by recommender:
_____	Print Name: _____
Signature of Applicant	Company: _____
Or person submitting recommendation	Phone: _____

We Are Always Looking for Great Talent!

If you consider yourself an "A Player", would like to work for a first class, family owned organization and would like to live in one of the hottest places in the country, look no further.

We will be conducting interviews during the ICCFA Convention in Nashville April 5-8, for funeral directors and sales counselors.

Family Legacy / Harpeth Hills is a great organization to work for. We own and operate six cemeteries, eight funeral homes, a low cost facility and a casket distribution company, all in middle Tennessee. Learn more about our company at www.AFamilyLegacy.com.

Reach out today via email to set up a time and date to meet a member of our leadership team. All inquiries will be held confidential. Contact us today by emailing Cindy Foree, our Chief Operations Officer at cforee@afamilylegacy.com.

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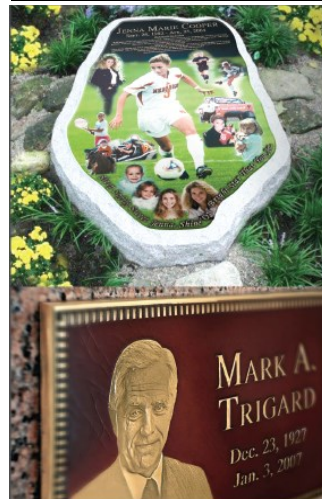
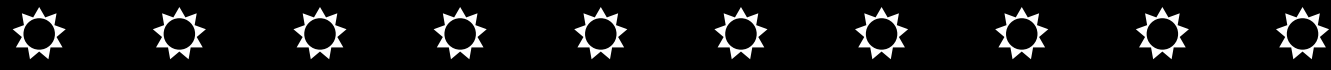


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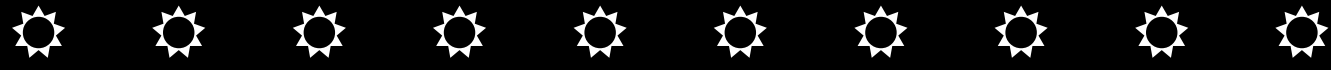
www.trigardmemorials.com

West Virginia Cemetery & Funeral Association www.wvcfa.org

2017 WVCFA Annual Convention

August 3-5, 2017 Lakeview Resort Morgantown, WV

Register Online! www.wvcfa.org



SALES
By Tim Rodgers
Service Corporation International, Pelham, AL

What does the word "sales" mean to you? The meaning of that one word can vary from person to person. Some think of car salesmen and others think of retail outlets. In our industry, sales can equal revenue via new funeral sales or upgrades to existing preneed contracts. For the purpose of this conversation, I want to touch on preneed funeral sales. What does a family gain from purchasing their funeral arrangements in advance? Peace of mind, controlled costs, documenting what they want, and the gift of giving. Perhaps one of the greatest rewards for a funeral professional is to know that families are having conversations about celebrating their loved one's life. In addition, all of us would agree that there is a tremendous difference in the arrangement room when the next of kin walks in and there are no arrangements in place versus a paid in full preneed put in place by their loved one.

My question today is what's in it for you? America experiences over 2.8 million deaths per year and far less than half have any type of prearrangement in place. It is an opportunity for each of us to positively affect our business in 3 major ways.

1. Market Share
2. Positive financial impact today
3. Positive financial impact long term

Market share-None of us has the ability to guess who will pass and when therefore our business can be difficult to predict. What we can do, with a bold preneed effort, is feel confident that when a member of our community does pass, they will call you to serve their family because of a previously planned preneed.

Positive financial impact today-Although many different professionals would offer different positions on preneed insurance products versus funeral Trust products, it can't be denied that both avenues provide a financial gain for your business.

Positive financial impact long term-Perhaps this is the simplest of the 3 benefits. Although the family has secured "yesterdays" prices, would you like the guarantee of revenue and profits from that "old" preneed or take the chance that the family picks a different firm and you receive 0 revenue and 0 profits?

I am a strong proponent of a bold preneed sales program. The 3 items I listed above are literally undeniable and can be the cornerstone of your business for generations to come.

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BEST PRACTICES

By Miles Tolen Penn

Lexington Cemetery, Lexington, KY



Being a newcomer to the board of the SCCFA, I have been asked to write an article on best practices that I use in my cemetery. My background is in Horticulture and Arboriculture, these two fancy terms just mean that I am a plant person. Over the past 20 years I have been working in a cemetery, so I guess the term that best describes me now is a cemeterian with a green thumb. Initially I had some doubts about working in a cemetery, but I have come to find out that this has been a great working relationship for me both professionally and personally. So as a 'plant man' working in the cemetery industry, most of my best practices will revolve around the horticulture aspect of the

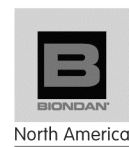
grounds.

One of the hardest things that I had to learn in working in the cemetery is that I am now landscaping an area to look good for 50-75 years, not for 5 to 10 years. In this article, I am going to talk about why you should incorporate landscaping into your cemetery and how this can improve the overall cemetery appearance, visitor traffic, and sales.

One of the most important reasons is sales. When a person comes into your cemetery, you want their first impression to be a positive one, so a nicely landscaped entrance will be a lot more inviting than just a generic sign with your cemetery's name on it. If your cemetery is more visually appealing, then you are going to have more visitors, and more visitors mean more sales. The same can be said for your cemetery grounds. Statistically speaking more people buy lots that are closer to trees, shrubs and other landscape features. We sell 20% more of our cemetery lots close to landscaped areas than without. So, when developing new areas for burial, remember to leave areas for landscaping.

I am going to share some trees and shrubs that have done well in our cemetery. I like to call these great cemetery plants. I use this term because these plants have a long-life span, do not have any serious pest or disease problems or have high maintenance concerns. When thinking about landscaping in your cemetery, always think about the 3 W's. These are why, where, and what. Why am I going to plant a tree or shrub in a certain area? It might be that you need a shade tree, or that a family is requesting it. You might be using the plants as a screen or wildlife habitat, bottom line is that it is important to understand why you are planting. Where am, I going to plant this tree or shrub? Just as in real estate the saying is location, location, location. The same is true for picking out a spot to plant your trees. The location needs to have room for the plant to grow and not be disturbed. The last W is what kind of tree or shrub am I going to plant. This will be determined by the location that you choose, and what kind of tree are you looking for (shade, ornamental, evergreen). Just make sure the plant you choose will thrive in the spot you are planting it.

In conclusion, I would like to stress how important plants can be to your cemetery. For a couple of hundred dollars invested in trees now, you can enjoy the rewards for years to come. Just remember there will be successes and failures with the plants you choose every year, this is part of landscaping. I am going to leave you with a list of trees and shrubs that have done well for me in my cemetery. Let me know about your landscaping successes and failures, I always have time to talk plants.



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Nomination for Lifetime Achievement Award

Name of Applicant for Nomination: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Years served in the funeral industry: _____

Years active in the SCCFA: _____

In a short summary tell why you are presenting this person for nomination:
(You may use additional pages if necessary)

Submitted by: _____

Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Please submit Nomination Form to: SCCFA OFFICE, 69057 Taverny Ct, Madisonville, LA 70447 or email to: sccfa@bellsouth.net

SCCFA LIFETIME ACHIEVEMENT AWARD QUALIFICATIONS

To be considered a Lifetime Achievement Candidate, One Must:

- ♦Have been in the Death Care Industry at least 25 years.
- ♦Have been an active member of the Southern during these 25 years, along with making a measurable contribution to the Southern organization and the Funeral Industry in general.
- ♦Have been active in the Community where they live or have lived.
- ♦Have been well respected by his or her peers.

Election Process:

Any current dues paying member can submit a candidate's name and address, along with a description of the qualifications you feel make this candidate worthy of this honor, to the Ethics and Inquiry Committee. This Committee is made up of the Immediate Past President and the current three Board Past Presidents. **Recommendations can be mailed to the SCCFA office, 69057 Taverny Court, Madisonville, LA 70447 / email address: sccfa@bellsouth.net.**

They must be received no later than April 15th to be considered for the 2017 year's award.

The Ethics and Inquiry Committee will then review the candidate's qualifications and make a recommendation to the SCCFA Board of Directors. If no qualified nominees are submitted, then no award will be presented.



KEYNOTE SPEAKERS



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- ▶ First Timers Reception
- ▶ State Association Leadership Luncheon
- ▶ Denim & Diamonds-themed closing dinner featuring entertainment by Jo Dee Messina (performance courtesy of Dignity Memorial)

FOR DETAILS AND TO REGISTER, VISIT ICCFACONVENTION.COM

REGISTER BY MARCH 6 AND SAVE!

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Best Practices Continued from page 4

LARGE TREES

- Nyssa sylvatica- Black gum. Good fall color
- Quercus-Oak family. Shingle, Shumardii, Sawtooth, and Swamp
- Cladrastis kentukea-American yellowwood
- Ginkgo biloba-Ginkgo. Make sure a male tree
- Picea omorika- Serbian spruce- evergreen
- Taxodium ascendens- Pondcypress

SHRUBS

- Buxus microphylla- littleleaf boxwood 'Wintergreen' 'Wintergem'
- Buxus sempervirens-hybrids x Koreana 'Green Gem' 'Green Velvet'
- Viburnum x juddi- Judd viburnum
- Viburnum x pragense- Pragense viburnum (evergreen)

MEDIUM & SMALL TREE

- Hybrid Dogwoods-Stellar white and Stellar pink
- Parrotia persica-Parrotia
- Cryptomeria Japonica- Yoshino
- Aesculus pavia- Red buckeye

PERENNIALS

- Calamagrostis- Karl Forester reed grass
- Hemerocallis- Stella de Oro
- Paeonia-peonies spp.

CONVENTION
By Bob Case—President Elect
Holy Hills Memorial Park, Thomasville, NC

2017 SCCFA CONVENTION
“The Southern”



Bob Case

It's time to “practice up” on our communication skills in preparation for one of the finest Southern Cemetery, Cremation and Funeral Association (SCCFA) conventions ever!

President Kyle Nikola has led your Executive Committee and Board of Directors to provide you with the best in communication, edification, simplification, clarification, application, location and vacation.

See, Southern speak is easy once you get the hang of it; “you’re going to hear things to build you up in simple and clear ways that you can use back home after you leave Chattanooga after making The Southern your vacation.”

SPEAKERS: Your convention planners are bringing some of the best in our industry to talk about ways to help us where we live and grow our businesses.

SALES SCHOOL: Each year this becomes one of the hottest events of The Southern. It's been said, “nothing happens until a sale is made.” Folks, people will be at The Southern to show us how to sell more, better.

ROUND TABLE: Look for this to be bigger and with more involvement than ever before. Eight industry leaders will respond to your questions in such a way that you'll know there's meat on the table. You won't want to miss our special mystery guest who will amaze you with his special powers of understanding.

50/50 SCHOLARSHIP DRAWING: WOW! This is one of the great highlights of The Southern. This year, you can buy as many tickets as you want. You gotta pay to play, but you could walk away with half the pot; a bunch of lettuce.

ANNAUL BANQUET: Be prepared to enjoy great food, fellowship and make a lot of memories!

Chattanooga, TN this year June 24th, 25th & 26th

We can't wait to see you in Chattanooga, TN

It's just down the road apiece from where you are!

2017 Proposed Convention Schedule

Sunday, June 25

Time	Event	Location
7:00 am	Carpool to golf Tournament	Hotel Lobby
8:00 am – 12:00 pm	Golf Tournament	Canyon Ridge
12:00 pm - 5:00 pm	Exhibitor Set Up	Ballroom E-F-G
12:00 pm – 6:00 pm	Registration Open	
1:00 pm – 2:30 pm	CAT Board Meeting	Meeting Room 7
1:00 pm – 2:30 pm	KCA Board Meeting	Meeting Room 8
1:00 pm – 2:30 pm	GCA Board Meeting	Meeting Room 9
2:30 pm – 4:00 pm	SCCFA Board Meeting	Meeting Room 2
4:30 pm - 5:00 pm	Exhibitor Meeting	Ballroom E-F-G
5:30 pm – 7:30 pm	Opening Reception with Exhibitors (Backyard Bar-B-Que Buffet & Cornhusk Toss)	Ballroom E-F-G

Monday, June 26

7:00 am - 8:00 am	Prayer Breakfast	Meeting Room 9
7:30 am – 12:30 pm	Registration Open	
7:30 am – 8:00 am	Continental Breakfast with Exhibitors	Ballroom E-F-G
8:00 am – 8:15 am	On Time Drawings and Announcements	Ballroom H
8:15 am - 8:30 am	Welcome by CAT, KCA and SCCFA Presidents	Ballroom H
8:30 am - 9:00 am	Introduction of Exhibitors	Ballroom H
9:00 am 10:15 am	SPEAKER – Lemon Light – Video Technology for Your Website	Ballroom H
10:15 am –10:30 am	Break/Expo with Exhibitors	Ballroom E-F-G
10:30 am – 10:35 am	On Time Drawings	Ballroom H
10:35 am – 11:00 am	Introduction of Exhibitors	Ballroom H
11:00 am – 12:30 pm	SPEAKER – Buddy Noojin, Jr - Cremation	Ballroom H
12:30 pm - 1:00 pm	SCCFA Annual Meeting	Ballroom H
2:00 pm – 5:00 pm	Sales School	Ballroom H
5:15 pm – 6:15 pm	Cocktail Hour Expo with Exhibitors	Ballroom E-F-G
6:15 pm - 6:45 pm	Load buses for Dinner Cruise	Outside Conv Center
7:00 pm – 9:00 pm	OPTIONAL Dinner Cruise on the Southern Belle – Must Purchase Ticket	Southern Belle

Tuesday, June 27

7:30 am – 8:30 am	SCCFA Past President Breakfast- Green Jackets Preferred	Meeting Room 9
8:00 am - 12:15 pm	Registration Open	
8:00 am – 8:30 am	Continental Breakfast with Exhibitors	Ballroom E-F-G
8:30 am – 8:50 am	On time Drawings and Announcements	Ballroom I
8:50 am – 9:50 am	Roundtable Discussion moderated by Bob Case	Ballroom I
9:50 am – 10:20 am	Break with Exhibitors	Ballroom E-F-G
10:20 pm – 10:30 am	On Time Drawings	Ballroom E-F-G
10:30 am – 11:45 am	SPEAKER - Lori Salberg – “Technology on a Dime”	Ballroom E-F-G
11:45 am - 12:45 pm	GCA Annual Meeting	Ballroom E-F-G
12:00 pm – 12:30 pm	CAT Annual State Meeting	Meeting Room 7
12:00 pm – 1:00 pm	KCA Annual State Meeting	Meeting Room 8
12:10 pm - 2:00 pm	Exhibitor Tear Down	Ballroom E-F-G
12:30 pm - 2:00 pm	CAT New Board Meeting	Meeting Room 7
2:00 pm - 3:30 pm	SCCFA New Board Meeting	Meeting Room 2
3:45 pm - 4:00 pm	KCA New Board Meeting	Meeting Room 8
5:00 pm – 5:50 pm	Presidents' Reception	Ballroom I
6:00 pm – 7:00 pm	Celebration of Life Ceremony	Ballroom I
7:00 pm – 8:30 pm	Banquet, Installation of Officers & Awards - Cocktail Attire	Ballroom I
8:30 pm – 11:00 pm	Entertainment	Ballroom I

2017 SCCFA ANNUAL CELEBRATION OF LIFE FORM

This year's Celebration of Life will be held on Tuesday, June 27th at 6:00 p.m. in Ballroom E-F-G at the Chattanooga Convention Center in Charleston, SC to honor the memory of those members of the Southern, the CAT, KCA and GCA who have passed on since the 2016 Annual Convention. If you would like us to honor someone during the Celebration of Life Service, please complete this form and return it to the SCCFA Office by **May 27, 2017**.

Deceased Name/Nickname: _____

Birth Date: _____ Date of Passing: _____

Company: _____

Location: _____

Title of Position Held: _____ Years in Profession: _____

Relationship to SCCFA, CAT, KCA & GCA: _____

Survivors: _____

Additional information about deceased that should be mentioned in the service:
(Use additional paper, if needed)

Your Relationship to Decedent: _____

Will you be attending the Annual Convention & Memorial Service? Yes No

Phone Number of person filling out form: _____

Email Address of person filling out form: _____

Address of person filling out form: _____

Please send photographs (3 or more) that we can show during the ceremony. You can either email or mail them to the address below. Your mailed photos will be returned to you.

Please mail/email this form and photos of the decedent to: SCCFA, ATTN: CELEBRATION OF LIFE SERVICE, 69057 Taverny Court, Madisonville, LA 70447; or sccfa@bellsouth.net by May 27, 2017. Thank you.

<u>Southern Talk</u>	<u>What it is</u>	<u>When to use it</u>
Bless your heart	A term of endearment used with either a straight face or a bit of a sarcastic smile.	When sincerely complimenting someone or when your walking away from someone with whom you no longer wish to near.
Fixin to	Sumpins bout to happen	When announcing an assembling of a group of people or when someone's bout to do sumpin bad.
Over yonder	Directions	Golly, do I really need to explain this one? ("The bar's over yonder.")
Full as a tick	A compliment to the cook or host.	After you've enjoyed a great meal, a fantastic presentation or learning experience.
Worn slap out	A gracious way to say, I'm going to bed now.	After an evening of food, drink and visiting with the friends you haven't seen since last year and new friends you're making this year.
Well I declare	A strong emotional statement.	When complimenting speakers, themes, topics, effective demonstrations or winning the 50/50 Scholarship drawing.
Hush your mouth	A polite way of saying shut your trap.	When everyone else is trying to learn from our presenters and the loud mouths nearby don't have enough sense to leave the area of learning that our attendees paid good money to hear.
Fine as frog hair	It's the proper response to "how you doin?"	Say it all the time! It'll positively change your whole outlook if your having a bad moment.

1. GO TO WWW.SCCFA.INFO * 2. CLICK ON SCCFA EVENTS
3. CLICK ON CHATTANOOGA, TN 2017
4. CLICK ON 'CONVENTION INFORMATION & ONLINE REGISTRATION' AND COMPLETE THE ONLINE INFORMATION-no forms to fill out!
5. PRINT OUT THE REMEMBERANCE FORM, DELEGATE FORM AND/OR NOMINATION BOARD FORM IF NEEDED
6. MAKE YOUR RESERVATION! * 7. RESERVE YOUR ROOMS!
8. CONTACT TWO PEOPLE AND MAKE SURE THEY ATTEND!

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less than theirs and still make better than twice the profit. That benefits you as well as the families you serve.

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SCCFA / CAT / KCA / GCA 2017 CONVENTION REGISTRATION FORM June 25 - 27 * Chattanooga Convention Center, Chattanooga, TN

Please type or print. If you are registering more than one person, please photocopy this form for additional registrants.

Name _____ Badge name _____
 Spouse/Guest Name _____ Badge name _____
 Child Name _____ Age _____ Child Name _____ Age _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone (____) _____ Fax (____) _____
 E-mail Address _____ Website Address _____

Is this your first SCCFA convention? Yes No * Are you an IMSA member Yes No

Payments must accompany registration form to receive early registration discounts.

REGISTRATION FEES: Before 05/10 After 05/10
 SCCFA CAT KCA GCA (✓ all associations you belong to)

Cemetery/Funeral Home Member	\$ 395	\$ 495
Spouse/Guest	\$ 250	\$ 350
Cemetery/Funeral Home Non-member	\$ 495	\$ 595
Exhibitor Member	\$ 495	\$ 595
2 nd + Exhibitors	\$ 250	\$ 350
Exhibitor Non-member	\$ 700	\$ 800

Full Registration Includes: Opening Reception, Monday Reception, Breakfast with Exhibitors, Daily Admission to the Exhibits, All Program Sessions, Sales School, Closing Reception & Banquet

Optional Events

#	06/24 Golf Tournament --\$500 foursome / \$125 individual = \$	
	MUST HAVE HANDICAP(S): →	←IMPORTANT
#	06/26 Riverboat Dinner Cruise-----\$ 45 per person = \$	
#	06/26 Prayer Breakfast----- \$ 30 per person = \$	
#	06/27 SCCFA Past Presidents Breakfast	

NON-REGISTERED SPOUSE / GUEST MUST PURCHASE TICKETS TO ATTEND THE OPENING RECEPTION, MONDAY RECEPTION AND BANQUET

OPENING RECEPTION & BUFFET TICKET (06/25)
 Unregistered Spouse / Guest
 # _____ X \$90 each = \$ _____
 Children Under Age of 12 are free
 Tickets purchased after 06/01 are \$100

SALES SCHOOL ADDITIONAL TICKETS (06/26)
 # _____ X \$100 EACH = \$ _____

MONDAY'S RECEPTION TICKET (06/26)
 Unregistered Spouse / Guest
 # _____ X \$50 each = \$ _____
 Children Under Age of 12 are free
 Tickets purchased after 06/01 are \$60

RECEPTION & BANQUET TICKET (06/27)
 Unregistered Spouse / Guest
 # _____ X \$125 each = \$ _____
 Children Under Age of 12 are free

Registration Fees \$ _____ + Additional Tickets & Optional Events \$ _____ = TOTAL DUE \$ _____

CHECK (Please make payable to SCCFA) VISA MASTERCARD

Print name as it appears on credit card _____

Credit Card # _____ Exp. Date _____

Signature _____ Verification Code: _____

Cancellation Policy: Registrants canceling their registrations before May 25, 2017 will receive refunds. (on back of card)
 Cancellation must be in writing and will be subjected to a \$50 per person processing fee. Registrations after May 25, 2017 will not be refunded.

PLEASE RETURN THIS FORM WITH PAYMENT TO:

SCCFA, 69057 Taverny Court, Madisonville, LA 70447

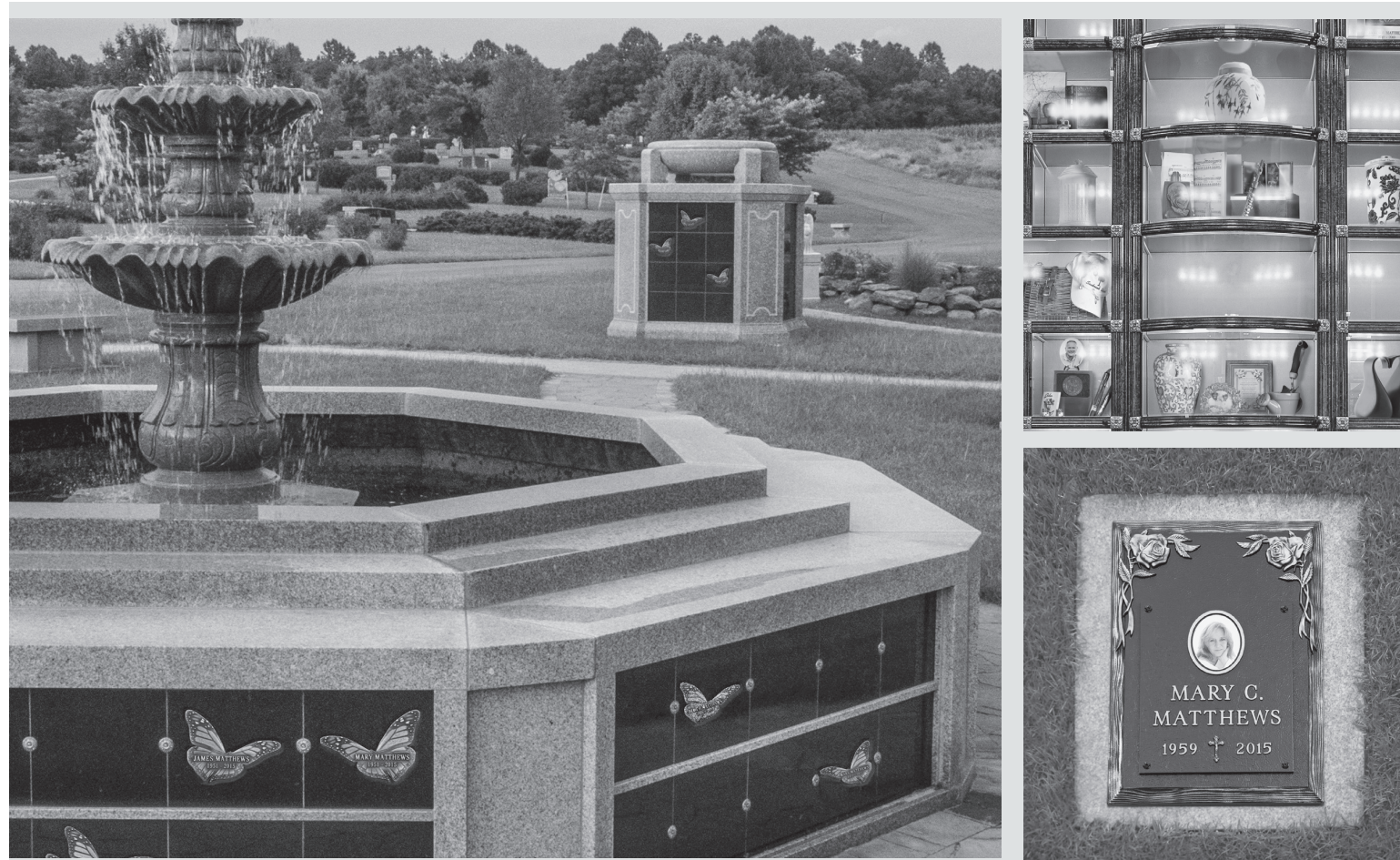
DON'T FORGET TO MAKE YOUR HOTEL RESERVATIONS!
Marriott Chattanooga Downtown * Phone# 1-423-756-0002 * \$139.00/night*
 * Room Rates increase dramatically after June 1

For more information please contact:

Mary Perl SCCFA 985-206-5606
 Cindy Foree CAT 615-714-9605
 Susan Mena GCA 770-490-6810

sccfa@bellsouth.net
CForee@afamilylegacy.com
GeorgiaCemeteryAssoc@msn.com

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QUESTIONS?

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ICCFA UNIVERSITY SCHOLARSHIP OPPORTUNITY

The ICCFA University is a five-day program designed to offer intensive instruction and networking opportunities in a college-campus setting. It is located at the Fogelman Executive Conference Center at the University of Memphis, Memphis, TN offering six colleges and two graduate programs.

There are seven colleges to choose from:

- | | |
|--------------------------------------|--|
| 1. 21 st Century Services | 5. Land Management & Grounds Operations |
| 2. Cremation Services | 6. Leadership, Administration & Management |
| 3. International Studies | 7. Sales & Marketing |
| 4. Funeral Home Management | |

SCCFA SCHOLARSHIP PROGRAM —Please give out application on page 10 to all qualified employees

THE GOAL: The Scholarship covers all registration fees, housing and meals for the ICCFA University for the calendar year in which awarded. The ICCFAU will be held in July 2017.

THE RULES:

1. Applicant, or the firm with which the applicant is affiliated, must be a current member of SCCFA in good standing for the fiscal year.
2. Applicant must have been employed with a member firm in the cemetery, cremation or funeral industry for at least one year.
3. Only completed applications will be considered by the selection committee. Missing information on the Personal Data, Scholarship Questionnaire, or Certification of Intent form or failing to sign it will disqualify the applicant.
4. Alternates will be selected in the event that the scholarship recipient is unable to attend ICCFAU, or is no longer employed by the sponsoring member.
5. Applications must be received no later than March 1, 2017; SCCFA scholarship recipient will be notified no later than March 31, 2017.
6. Only the individual award recipient is eligible, and the award is nontransferable.
7. All award decisions of the SCCFA Scholarship Committee are final.
8. Award winner will be publicly announced in the June *Southerner* Newsletter.

HOW TO APPLY: Carefully read and complete the entire three part application.

- A. Scholarship Questionnaire B. Personal Data Form C. Certification of Intent

After completing the application, please review, sign it and return to: **SCCFA Scholarship Committee, 69057 Taverny Court, Madisonville, LA 70447.**

SCCFA 2017 SCHOLARSHIP APPLICATION

A. Scholarship Questionnaire

B. Submit all answers on a separate sheet of paper. Answers must be typed and double spaced. Identify each question below by number, and repeat the question prior to answering.

1. Why did you enter the cemetery or funeral industry?
2. Describe the duties and responsibilities of your current position.
3. List any community service or professional associations in which you are currently active and explain your participation.
4. What continuing education courses have you taken in the past year?
5. Describe your philosophy of customer service.
6. What are your long-range professional goals?

B. Personal Data

Name: _____ Home phone# (____) _____

Home Address: _____

Member Firm: _____

Address: _____

Firm telephone #(____) _____ Firm Fax # (____) _____

Current Position _____ Title _____

Length of employment _____ E-Mail address _____

Previous Employment:

Employer _____ Telephone (____) _____

Address _____

Length of time employed _____ Position _____

Employer _____ Telephone (____) _____

Address _____

Length of time employed _____ Position _____

Education (include current courses of study if applicable):

School _____ Location _____

Course of Study _____ Completion Date _____

School _____ Location _____

Course of Study _____ Completion Date _____

School _____ Location _____

Course of Study _____ Completion Date _____

C. Certification of Intent

Name (Please Print) _____

I hereby certify that:

- A. This Southern Cemetery, Cremation and Funeral Association Scholarship application has been personally completed by myself, and to the best of my knowledge, the information contained herein is correct and complete.
- B. If awarded the 2017 SCCFA Scholarship I am able to attend the ICCFA University program in July at the Fogelman Conference Center at the University of Memphis, Memphis, TN and I am still employed by the sponsoring member firm on that date, or I will forfeit the scholarship.

SIGNATURE _____

SCCFA Scheduled 2017 Calendar of Events to Date

April 5 – 8: **ICCFA Annual Convention & Exposition**, Nashville, TN

May 23 –25: **Texas Cemetery Association Convention**, Allen, TX

June 1 – 4: **Virginia Cemetery Association**, South Boston, VA

June 11 – 13: **North Carolina & South Carolina Cemetery Associations Convention**, Myrtle Beach, SC

June 22-24: **Florida Cemetery, Cremation & Funeral Association Convention**, Miami, FL

June 25 – 27: **SCCFA, Cemetery Association of Tennessee, Kentucky Cemetery Association and Georgia Cemetery Association Annual Convention**, Chattanooga, TN

July 16 – 19: **Tri-State Cemetery Convention (Alabama, Louisiana, Mississippi)**, Biloxi, MS

July 20 – 25: **ICCFA University**, University of Memphis, Memphis, TN

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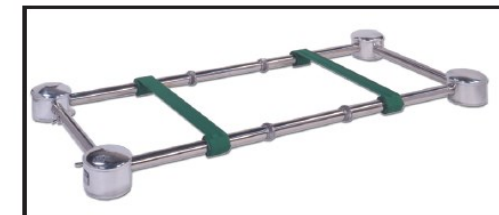
If you do not see your Association listed, please contact the SCCFA Office (985-206-5606), so that we can update our records and add you to the Event Calendar.

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