APPROVED CONTINUING EDUCATION PROGRAMS
FOR CALENDAR YEAR 2019
AS OF MAY 8, 2019

DIDACTIC (ON-SITE) PROGRAMS AND SEMINARS (Minimum of 4 hours)

1. The New Hampshire Funeral Directors Association “Annual Meeting” (6 hours) for the following programs to be held January 12, 2019 in Meredith, NH.
   - Navigating Through Conflict 1 hour
   - Time Management 2 hours
   - NHFDA Business Meeting 1 hour
   - Coping with Trauma and Stress 2 hours

2. Selected Independent Funeral Homes 2019 NextGen Seminar (8.5 hours) to be held January 27-31, 2019 in Turks and Caicos.

3. International Order of the Golden Rule for a program entitled “How to Become the Go-to Funeral Home for Veterans” (5 hours) to be held January 22, 2019 in Austin, TX.

4. International Cemetery, Cremation and Funeral Association for a program Wide World of Sales Conference (9.5 hours) to be held January 23-25, 2019 in Las Vegas, NV.

5. National Funeral Directors & Morticians Association for a program entitled “40 & Under” 2019 Annual Enrichment & Leadership Summit (5 hours) to be held February 10-12, 2019 in Dallas, TX.

6. International Order of the Golden Rule for the 2019 Young Professionals Event – Change Starts Here (8 hours) to be held March 10-11, 2019 in Nashville, TN.

7. The National Funeral Directors Association for the Cremation Certification Program (7 hours) to be held various dates and locations throughout 2019.

8. Kates-Boylston for the Cremation Innovations Summit (5.5 hours) to be held May 3, 2019 in Charlotte, NC.
   - Crematory Projects: From Concept to Reality 1 hour
   - Avoiding and Responding to Lawsuits 1 hour
   - Turning Clicks into Dollars 1 hour
   - Boosting Business with Pet Cremation 1 hour
   - Celebrants and Cremation: Perfect Together 1 hour
   - Q&A with the Speakers 1.5 hours

9. Cremation Association of North America for the 2019 Cremation Symposium (7.5 hours) to be held February 5-7, 2019 in Las Vegas, NV.
10. Cremation Association of North America for a program entitled “The Art of Selling Cremation 2: A Preneed Summit” (5.5 hours) to be held February 5, 2019 in Las Vegas, NV.

11. National Funeral Directors Association for the Arranger Training Program (8 hours) to be held various dates and location in 2019.

12. National Funeral Directors Association for the Cremation Arranging Solutions – Beyond the Basics (4 hours) to be held February 22, 2019 in St. Pete Beach, FL.

13. National Funeral Directors Association for the Cremation Conference (6 hours) to be held February 23-24, 2019 in St. Pete Beach, FL.
   - Smith Life & Legacy: Investing in Change
   - The Yearly Show: A Look at the Cremation Numbers
   - Q & A Panel: Ask the Experts

14. National Funeral Directors Association for the Business Conference (4 hours) to be held February 25-26, 2019 in St. Pete Beach, FL.
   - Key Financials Review: Ask the Experts
   - Roundtables
   - SWOT Analysis: Applying What You’ve Learned to Your Business

15. Matthews International programs to be held various dates and location in 2019.
   - Moving from Grieving to Remembrance 1 hour
   - 10 Arrangement Steps Essential For Families Selecting Cremation 1 hour
   - The Beauty, Characteristics and Value of American Woods Used in the Art of Casket Construction 1 hour
   - The Beauty, Characteristics and Value of Enduring Metals Used in the Art of Casket Assembly 1 hour
   - Funeral Home Professional Communication Skills 1 hour
   - Millennials – The Dawn of the Digital Networking Age 1 hour
   - Be Audacious: Adapting to Win 2 hours
   - Plant Tour / Understanding the Casket Construction Process A-Z 2 hours

16. International Cemetery, Cremation and Funeral Association for the 2019 ICCFA Annual Convention & Exposition (17 hours) to be held April 2-6, 2019 in Charlotte, NC.
   - Raising $3,000 Every Day: How Congressional Cemetery Brings In $1.1 Million a Year Denied
   - Engaging Your People to Serve More Families Denied
17. MKJ Marketing for a program entitled “2019 Marketing Summit” (DENIED) to be held February 25-27, 2019 in Vail, CO and March 11-13, 2019 in Naples, FL.

18. MKJ Marketing for a program entitled “2019 E-Commerce Mastermind” (8 hours) to be held February 28, 2019 in Vail, CO and March 14, 2019 in Naples, FL.

19. National Funeral Directors Association for the 2019 NFDA Meet the Mentors (3 hours) to be held March 11-12, 2019 in Atlanta, GA.

- Mentor Presentations: Forsberg, Krause and Smith 3 hours

20. InSight Institute for Certified Celebrant Training (13 hours) to be held as follows:

Day Three: Funeral Presentations Denied

- February 25-28, 2019 in Bogota, Columbia
- April 1-3, 2019 in Charlotte, NC
- April 10-12, 2019 in Fairfax, VA
- April 29-May 1, 2019 in Kewlona, BC
- May 7-9, 2019 in Waterloo, ON
- June 11-13, 2019 in Albany, NY
- June 19-21, 2019 in Columbus, OH
- June 24-26, 2019 in Brookfield, WI
- July 19-24, 2019 in Memphis, TN
- July 29-31, 2019 in Louisville, KY
- September 24-26, 2019 in Minneapolis, MN
- October 25-27, 2019 in Chicago, IL

21. Kates-Boylston for the Cremation Innovations Summit (5.5 hours) to be held September 13, 2019 in Columbus, OH.

- Making Sure You Cover Your Assets 1 hour
- Creative Ways to Boost Cremation Revenue 1 hour
- Are You Ready to Own and Operate Your Own Equipment 1 hour
- The Art of Cremation Phone Inquiries 1 hour
- What Cremation Families Really Want 1 hour
- Closing Remarks and Q&A with Our Speakers .5 hours

22. The Cremation Association of North America for a program entitled “Crematory Operations Certification Program” (8 hours) to be held as follows.

- February 26, 2019 in Whittier, CA
- April 24, 2019 in Baltimore, MD
- May 7, 2019 in Minneapolis, MN
- June 6, 2019 in Seattle, WA
- June 14, 2019 in Dallas, TX
23. International Order of the Golden Rule for the 2019 Annual Conference and Solution Center (8 hours) to be held April 25-27, 2019 in Williamsburg, VA.

24. Dodge Institute for Advanced Mortuary Studies for a program entitled “2019 Dodge Technical Series” (9 hours) to be held May 8-9, 2019 in Savannah, GA.

25. National Funeral Directors Association for the 2019 Professional Women’s Conference (8 hours) to be held April 13-14, 2019 in Annapolis, MD.

- Mortuary Mission: Dover’s Silent History 1 hour
- Is It Sexual Harrassment? 1.5 hours
- A Place to Go: Why Ceremonies Matter 1 hour
- Alleviating Disenfranchised Grief and
- Techniques for Edema and Long Bone Donation 1.5 hours
- How End-of-Life Doulas Are Changing the Face of Dying 1.5 hours
- Success Signals: Body Language in Business 1.5 hours

26. National Funeral Directors and Morticians Association for the 2018 Annual House of Representatives Meeting (4 hours) to be held April 27-30, 2019 in Atlanta, GA.

- Succession Planning 1 hour
- Preparing Your Facility for an Armed Intruder 2 hours
- Stop the Violence Public Day 2019 1 hour

27. Kates-Boylston Publications for the Cremation Strategies Conference (5.5 hours) to be held December 4, 2019 in San Antonio, TX.

- Mastering Cremation Pricing 1 hour
- E-Commerce: How to Win at Selling Online 1 hour
- Serve the Entire Family 1 hour
- How to Make Receptions a Profit Center 1 hour
- Celebrants: The Key to Your Business Plan 1 hour
- Q&A with the Speakers .50 hours

28. National Funeral Directors Association for a program entitled “NFDA Embalming and Restorative Arts” (9.75 hours) to be held May 16-17, 2019 in Pittsburgh, PA.

29. Selected Independent Funeral Homes for the 2019 Spring Management Summit (7.5 hours) to be held May 1-3, 2019 in Dallas, TX.

- Take Command and Control of Your Cybersecurity Risk 1.5 hours
• F.R.E.D.: Let’s Talk 1.5 hours
• Don’t Just Survive, Thrive as a Successful Tribe 3 hours
• Time to Shift 1.5 hours

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• Don’t Just Survive, Thrive as a Successful Tribe 3 hours
• Time to Shift 1.5 hours

35. NH Funeral Directors Association for the following programs to be held at the Summer Meeting (7 hours) to be held June 18-19, 2019 in Hampton Beach, NH.
- Funeral Service Education & Licensure 2 hours
- Funeral Service Education; Accreditation, Testing, Licensure 2 hours
- An Orientation of The Conference of Funeral Service Examining Boards 1 hour
- Using Accounting Tools and Tax Planning to Enhance Your Funeral Home’s Financial Health 2 hours

36. Vermont Funeral Directors Association for a program entitled “Cremation: Training, Arranging, and Legal Issues” (3 hours) to be held April 16, 2019 in Woodstock, Vermont.

37. Kates-Boylston Publications for the Funeral Service Business Plan Conference (9 hours) to be held December 5-6, 2019 in San Antonio, TX.

- Building and Managing Teams 1 hour
- The Power of WOW 1 hour
- What Happens When Families… 1 hour
- The Reason for Risk 1 hour
- Turning Clicks into Dollars 1 hour
- Q&A with the Speakers Denied
- Succeeding at Succession Planning 1 hour
- Building Your Team: Hiring and Retaining the Best 1 hour
- Serving the Hispanic Market 1 hour
- State of the Union: The Obituary 1 hour
- Q&A with the Speakers Denied

38. Dodge Institute for Advanced Mortuary Studies for a program entitled “2019 Dodge Technical Series” (9 hours) to be held November 14-15, 2019 in Las Vegas, NV.

39. Kates-Boylston Publications for the Preneed Summit (2.5 hours) to be held November 8, 2019 in Atlanta, GA.

- Should Preneed Professionals Worry about Burnout? 1 hour
- Top 3 Things that Preneed Professionals Must Know… .5 hours
- Breakout Sessions Denied
- Becoming an Influencer 1 hour
- Breakout Sessions Denied

40. New Jersey Funeral Directors Association program (6 hours) to be held at multiple dates and New Jersey locations.

- Ethical Dilemmas in Funeral Service 1 hour
- Responding to Complaints and a Review of Professional Misconduct 1 hour
- 2019 Updates to Mortuary Board Regulations Denied
- OSHA Paperwork Obligations 1 hour
• Preventing Back Injuries in Funeral Service 1 hour
• Making Preneed Funeral Arrangements: Consumer Considerations 1 hour
• Choosing a Preneed Funding Vehicle: Consumer Conversations 1 hour

41. Massachusetts Funeral Directors Association for a program entitled “2019 Cremation Planning Strategies” (4 hours) to be held June 30, 2019 in Randolph, MA.