

CONTINUING EDUCATION COMMITTEE REPORT
January 13, 2010
REVISED

Since the December 9, 2009 Board meeting, the following programs have been received and reviewed by the members of the Continuing Education Committee. The programs listed meet the criteria set forth in COMAR 10.29.05.03 Standards of Continuing Education Pre-approval.

Motion: The Committee requests Board approval/disapproval of the following programs:

<u>NAME OF SPONSOR & PROGRAM</u>	<u># of CEU Hours Requested & Approved</u>
Epsilon Nu Delta Mortuary Fraternity (973) 242-8454 Social Networking Sites and Your Funeral Home (1 CEU) Known Shipper Regulations (1 CEU) February 12, 2010 Dallas, TX	2
FuneralReview.COM, LLC (727)822-4700 Graystone Conference 2010 Date not set Location not set	13.75
Hospice Foundation of America (202) 457-5811 Cancer and End-of-Life Care March 23, 2010 - nationwide / on demand streaming video available at hospicefoundation.org March 24, 2010 - nationwide via satellite and webcast May 1, 2010 – online at www.hospicecollege.org	3
International Cemetery, Cremation and Funeral Association 2010 ICCFA Annual Convention & Exposition (703) 391-8400 The Customer of Tomorrow (1 CEU) Secrets of Marketing to Women (2 CEUs) Authentic Communication: Finding Your Voice and Getting the World to Pay Attention to It (2 CEUs) How to Profit from the Demographic Storm (1 CEU) The Psychology of Establishing the Reality of Death (2 CEU) Facebook May Not Be the Answer (1 CEU) Techniques for Handling Tissue Gas (2 CEU) Protecting Your Prep Room from Lawsuits (2 CEU) Trust: The Cornerstone of the Arrangement Conference (1 CEU) Embalming: Bacteria and Staph (1 CEU) Secrets of the Embalming Masters (1 CEU) Embalming “Time-Consuming” Cases (1 CEU) March 10-13, 2010 San Antonio, TX	16
International Order of the Golden Rule (800) 637 8030 Blood-borne Pathogen Exposure Control Plan February 25, 2010 Teleconference	1

Maryland State Funeral Directors Association	2.5
(410) 553-9106	
2010 Board Meeting (1 CEU Each)	
February 10, May 12, August 11, and November 10, 2010	
2010 Quarterly Meetings	
March 10, September 8, and December 8, 2010	
Various Location	
MKJ Marketing	18
(727) 524-8100	
MKJ Marketing’s 2010 Beaver Creek Seminar	
February 8-11 in Beaver Creek, CO and	
March 8-11, 2010 in Naples FL	
National Funeral Directors Association	26
(800) 228-6332	
Cry Until You Laugh: Comforting Guidance fro Coping with Grief (6 CEUs)	
Think Like a Marketer (6 CEUs)	
Building Customer Loyalty From the Inside Out (6 CEUs)	
FTC Funeral Rule Staff Training (4 CEUs)	
GPL Funeral Packages - Doing Them Right (4 CEUs)	
Date: N/A	
Homestudy	
National Funeral Directors Association – 2010 CANA/NFDA Spring Cremation Symposium	16
(800) 228-6332	
What Your Cremation Customers Really Want! (1 CEU)	
How to Leverage Internet Marketing to Attract the Right Kind of Cremation Family (1 CEU)	
E-Commerce and the Cremation Customer: Why You Must Sell Cremations from Your Website (1CEU)	
How Social are You? (.05 CEU)	
Community Outreach: Standing Out in the Crowd (1 CEU)	
The Cremation Phone Shopper and How to Use Stay-at-Home Moms to Increase Revenue (1CEU)	
What is Your GRASP on Cremation Consumers? (3 CEUs)	
Marketing and Memorialization: Easy Solutions to Make Your Company More Successful (1 CEU)	
Roundtable Discussions (2.5 CEUs)	
Cremation Litigation Prevention and Preparation: How to Keep from Getting Sued and What to Do If You Do (1 CEU)	
Generation Speak! (1 CEU)	
Continuing the Relationship – You’re Not Done Yet! (2 CEUs)	
February 17-19, 2010	
Las Vegas NV	
Selected Independent Funeral Homes	6
(847) 236-9401	
Managing the Generational Mix (4 CEUs)	
Leader of Self-Deceiver? How Most Personal and Organizational (2 CEUs)	
Problems Result from Self-Deception and Ways to Solve It”	
Various Dates	
Various location	

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