

**CONTINUING EDUCATION COMMITTEE REPORT
September 9, 2009**

Since the July 8, 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>
Complete Benefit Solutions – Earl S. Schley (410) 647-4661 Options for pre-need funding In October & March Located at 10 different funeral homes	1
Complete Benefit Solutions – Earl S. Schley (410) 647-4661 Preneed rules and regulations Various Dates Various locations	1
Edgar F. Lassahn Jr., CFSP (410) 665-2000 Preneed Law in Maryland (1 CEU) The Red Flag Regulation and How It Affects Funeral Service (2 CEUs) November 4, 2009 Baltimore MD	3
FuneralReview.com, LLC (727) 822-4700 Funeral Service Business Plan 2010 November 19 and 20, 2009 Clearwater Beach, FL	12
International Cemetery, Cremation and Funeral Association (703) 391-8400 Transform Your Corporate Culture (1.0 CEU) Keeping the Unions at Bay (with a Q&A/discussion session) (1.5 CEUs) Government & Legal Session: The View from Our Nation’s Capitol (1.5 CEUs) Behind-the-scenes tour of Arlington National Cemetery (4.0 CEUs) Own Your Market: Lessons from a Leader (1.5 CEUs) Succeeding in Tough Economic Times: A Two-Part Panel Discussion (With a Q&A/discussion session) (1.5 CEUs) Succeeding in Tough Economic Times: A Two Part Panel Discussion (with a Q&A/discussion session) continued (1.5 CEUs) October 7-10, 2009 Washington, DC	12.5
International Order of the Golden Rule (800) 637-8030 Innovative Technology for Your Business (1.5 CEUs) Technology Applications for Funeral Home Operations (1.5 CEUs) System and Services Solutions – idea exchange (1.0 CEU) How to Enhance Your Customer’s Value While Increasing Market Share (1.5 CEUs) Building Service from the Inside Out (1.5 CEUs)	8

Training the Exceptional Staff (1.0 CEU)
November 9-10, 2009
San Antonio, TX

International Cemetery, Cremation Funeral Association

9.5

(703) 391-8400

Five Keys to Selling in Tough Times (1.5 CEUs)

Lead Generation: The Power of 3 (.5 CEU)

Sales Survival Tactics: Five Lessons from Katrina (.5 CEU)

Breakouts (1.5 CEUs)

The Wrong Tool for the Wrong Job – Why Deathcare Marketing Fails to Deliver

Marketing Case Studies: Brilliance or Blunder

Power Sales Presentation (.5 CEU)

Sell More Through Response Block Selling (1.5 CEUs)

Cremation Arrangements: The GRASP Method (.5 CEU)

Cremation Sales: Adding Value Through Graveside Celebrations (.5 CEU)

25 Ways to Close Sale (.5 CEU)

Panel on Closing Featuring Industry Leaders and Legends (1.0 CEU)

Great Ideas Sessions / Videos from Every Day Heroes (1.0 CEU)

January 13 and 15, 2010

New Orleans, LA

Jewish Funeral Directors of America

2

(781) 477-9300

How to be an island of excellence in an ocean of mediocrity

November 2, 2009

Dona Point, CA

Maryland State Funeral Directors Association

1

(410) 553-9106

A Cursory Review of Maryland's Probate Law

September 9, 2009

Linthicum, MD

National Funeral Directors Association

2

(262) 789-1880

Preventing OSHA Violations in Your Funeral Home

September 15, 2009

Web Seminar

National Funeral Directors Association

8

(262) 789-1880

Certified Preplanning Consultant 1.5 Day Seminar

October 24-25, 2009

Boston MA

National Funeral Directors Association

(262) 789-1880

Reconstructive Techniques for Facial Repair or Trauma (4 CEUs)

Cremation Litigation (1 CEU)

Prepare for the New Employment Regulations (2 CEUs)

Strategic Budgeting in Today's Economy (1 CEU)

Stress: The Spice of Life or the Kiss of Death (1 CEU)

Does Formaldehyde Cause Cancer: How NFDAs Formaldehyde BMPs Can Protect You (2 CEUs)

Event Marketing that Drives Funeral Business (1 CEU)

Marketing Your Cemetery to Today's Customer (1 CEU)

Simple and Practical Best Practice Ideas of Leading FHs (1 CEU)

Contemporary Mortuary Cosmetology (2 CEUs)

Embracing Technology to Bring Total Service to the Families You Serve (2 CEUs)
 Green Funeral Home is More than Burial (2 CEUs)
 Wanted: Jurors for the Wrongful Dismissal Trial of the Century (2 CEUs)
 Are You an Aardbalm User? (2 CEUs)
 Navigating the New TSA Known Shipper Requirements (2 CEUs)
 Strategies for Raising Revenues and Decreasing Expenses (2 CEUs)
 Welcome to Wikiville: The New Internet for Your Funeral Home (2 CEUs)
 Boom! Be a Player. Think Big, Act Bold. Own Your Success at Work! (1 CEU)
 A Review of the World's first Commercial Resomarium (1 CEU)
 Burying a Child: Funeral Director's Work with the Bereaved (1 CEU)
 Innovate Your Workplace for Greater Satisfaction (2 CEUs)
 How to Prevent Debt from Becoming Uncollectable (1 CEU)
 Advance Cremation Arranging (2 CEUs)
 Conversation Café: Finance Ideas (2 CEUs)
 Conversation Café: Gadgets and Gizmos (1 CEU)
 Conversation Café: It isn't Easy Being Green (2 CEUs)
 Arlington National Cemetery: Past, Present and Future (1 CEU)
 Ethical Thinking in Today's World (1 CEU)
 Insurance 101 (1 CEU)
 OSHA 101 – Overview (1 CEU)
 Funeral Packages (1 CEU)
 Preparation Room Extremes (1 CEU)
 Recession-friendly Ideas to Accelerate Innovation in Your Firm (1 CEU)
 With the Push to Cremate: Five Reasons to Encourage a Viewing and Ritual for the Deceased (2 CEUs)
 Customer Loyalty is Not Build From 30,000 Feet (2 CEUs)
 Pet Death Care: Replace the Earnings Lost to Cremation (2 CEUs)
 The Science of Shopping: How Your Product Can Sell Itself (2 CEUs)
 Closing Session: Taking Chance (1 CEU)
 Exhibits (1CEU)
 October 24 through October 27, 2009
 Boston, MA

Sol Levinson Brothers, Inc. **1.5**
 (410) 653-8900
 Reflections o Life, Death and Suicide
 October 7, 2009
 Columbia, MD

Stauffer Funeral Homes, P.A. – Randall L. Weagley **3**
 (301) 432-8388
 State Funerals of the 21st Century
 October 13 and 14, 2009
 Frederick, MD

Stella Maris, Inc. **3**
 (410) 252-4500
 Ethical Considerations During a Flu Pandemic
 September 9, 2009
 Timonium, MD

Stella Maris, Inc. **3**
 (410) 252-4500
 Ethical Decisions Regarding Death and Dying
 October 6, 2009
 Timonium, MD

<p>Stella Maris, Inc. (410) 252-4500 Alternative Pain Management November 17, 2009 Timonium, MD</p>	3
<p>Stewart Enterprises, Inc. / Taylor Funeral Home Face 2 Face – Funeral Arranger Certification Experience 410-263-4422 Financial Realities (1.0 CEU) Sales 101 (1.25 CEUs) Communication Skills (1.5 CEUs) Telephone Doctor (1.5 CEUs) Handling the Telephone Shopper/Phone Inquiries (1.75 CEUs) Core Merchandising Training (2 CEUs) Other Merchandise & Services (1 CEU) Custom Funeral Planning (CF) / Introduction (.50 CEU) CFP Overview (1 CEU) Death & First Call (.50 CEU) Transfer of Remains (.50 CEU) Initial Customer Interaction (.75 CEU) Welcome to the Arrangement Conference (1 CEU) CFP Core Components (2 CEUs) September 21, 2009 to October 16, 2009 Rockville, MD</p>	16.25
<p>The Dodge Institute for advanced Mortuary Studies (617) 661-0500 Why We Embalm (1 CEU) The Strange Case of Dr. Jekyll & Formaldehyde (2 CEUs) (in Scottsdale Only) Making Sure Hair is Just Right (2 CEUs) (in Toronto Only) Turning Challenges into Opportunities, Part 1 & 2 (1 CEU) Embalming Roundtable Discussions & Group Reports (2 CEUs) Easy Way Workshop (2 CEUs) September 23 & 24, 2009 – Scottsdale, Arizona November 18 & 19, 2009 – Toronto Ontario Canada</p>	9
<p>The Living Legacy Foundation (410) 242-7000 An Inside Look Into Organ and Tissue Donation October 7, 2009 Baltimore MD</p>	3
<p>Tri-County Funeral Directors Association (POST APPROVAL) (410) 458-8540 Opportunities for Excellence Between Funeral And Organ/Tissue Transplant Professionals May 14, 2009 Hanover, PA</p>	1
<p>Tri-County Funeral Directors Association (410) 458-8540 Marketing to the Baby Boomers September 10, 2009 Frederick, MD</p>	1

Academy of Professional Funeral Service Practice **1**
 (614) 899-6200
 Technology in Funeral Service and the Evolution of the Obituary: How to Leverage
 Both to Provide Value-Added Service & Generate Revenue
 October 27, 2009
 Boston, MA

COURSES PREVIOUSLY APPROVED

Edward M. Ranier, Esquire **4**
 (410) 539-5881
 OSHA/MOSH FTC
 September 26 and 27, 2009
 Ellicott City, MD

International Order of the Golden Rule **5**
 (800) 637-8030
 Demanding Families: An Arrangements Conference Challenge – 1 CEU – August 20, 2009
 October 15, 2009
 Via Teleconference/Via Telephone

A llegany College of Maryland □