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:

<table>
<thead>
<tr>
<th>NAME OF SPONSOR &amp; PROGRAM</th>
<th># of CEU Hours Requested &amp; Approved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complete Benefit Solutions – Earl S. Schley</td>
<td>1</td>
</tr>
<tr>
<td>(410) 647-4661</td>
<td></td>
</tr>
<tr>
<td>Options for pre-need funding</td>
<td></td>
</tr>
<tr>
<td>In October &amp; March</td>
<td></td>
</tr>
<tr>
<td>Located at 10 different funeral homes</td>
<td></td>
</tr>
<tr>
<td>Complete Benefit Solutions – Earl S. Schley</td>
<td>1</td>
</tr>
<tr>
<td>(410) 647-4661</td>
<td></td>
</tr>
<tr>
<td>Preneed rules and regulations</td>
<td></td>
</tr>
<tr>
<td>Various Dates</td>
<td></td>
</tr>
<tr>
<td>Various locations</td>
<td></td>
</tr>
<tr>
<td>Edgar F. Lassahn Jr., CFSP</td>
<td>3</td>
</tr>
<tr>
<td>(410) 665-2000</td>
<td></td>
</tr>
<tr>
<td>Preneed Law in Maryland (1 CEU)</td>
<td></td>
</tr>
<tr>
<td>The Red Flag Regulation and How It Affects Funeral Service (2 CEUs)</td>
<td></td>
</tr>
<tr>
<td>November 4, 2009</td>
<td></td>
</tr>
<tr>
<td>Baltimore MD</td>
<td></td>
</tr>
<tr>
<td>FuneralReview.com, LLC</td>
<td>12</td>
</tr>
<tr>
<td>(727) 822-4700</td>
<td></td>
</tr>
<tr>
<td>Funeral Service Business Plan 2010</td>
<td></td>
</tr>
<tr>
<td>November 19 and 20, 2009</td>
<td></td>
</tr>
<tr>
<td>Clearwater Beach, FL</td>
<td></td>
</tr>
<tr>
<td>International Cemetery, Cremation and Funeral Association</td>
<td>12.5</td>
</tr>
<tr>
<td>(703) 391-8400</td>
<td></td>
</tr>
<tr>
<td>Transform Your Corporate Culture (1.0 CEU)</td>
<td></td>
</tr>
<tr>
<td>Keeping the Unions at Bay (with a Q&amp;A/discussion session) (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Government &amp; Legal Session: The View from Our Nation’s Capitol (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Behind-the-scenes tour of Arlington National Cemetery (4.0 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Own Your Market: Lessons from a Leader (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Succeeding in Tough Economic Times:</td>
<td></td>
</tr>
<tr>
<td>A Two-Part Panel Discussion (With a Q&amp;A/discussion session) (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Succeeding in Tough Economic Times:</td>
<td></td>
</tr>
<tr>
<td>A Two Part Panel Discussion (with a Q&amp;A/discussion session) continued (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>October 7-10, 2009</td>
<td></td>
</tr>
<tr>
<td>Washington, DC</td>
<td></td>
</tr>
<tr>
<td>International Order of the Golden Rule</td>
<td>8</td>
</tr>
<tr>
<td>(800) 637-8030</td>
<td></td>
</tr>
<tr>
<td>Innovative Technology for Your Business (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Technology Applications for Funeral Home Operations (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>System and Services Solutions – idea exchange (1.0 CEU)</td>
<td></td>
</tr>
<tr>
<td>How to Enhance Your Customer’s Value While Increasing Market Share (1.5 CEUs)</td>
<td></td>
</tr>
<tr>
<td>Building Service from the Inside Out (1.5 CEUs)</td>
<td></td>
</tr>
</tbody>
</table>
Training the Exceptional Staff (1.0 CEU)
November 9-10, 2009
San Antonio, TX

International Cemetery, Cremation Funeral Association
(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
(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
(410) 553-9106
A Cursory Review of Maryland’s Probate Law
September 9, 2009
Linthicum, MD

National Funeral Directors Association
(262) 789-1880
Preventing OSHA Violations in Your Funeral Home
September 15, 2009
Web Seminar

National Funeral Directors Association
(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.
(410) 653-8900
Reflections o Life, Death and Suicide
October 7, 2009
Columbia, MD

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

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

Stella Maris, Inc.
(410) 252-4500
Ethical Decisions Regarding Death and Dying
October 6, 2009
Timonium, MD
Stella Maris, Inc.
(410) 252-4500
Alternative Pain Management
November 17, 2009
Timonium, MD

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

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

The Living Legacy Foundation
(410) 242-7000
An Inside Look Into Organ and Tissue Donation
October 7, 2009
Baltimore MD

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

Tri-County Funeral Directors Association
(410) 458-8540
Marketing to the Baby Boomers
September 10, 2009
Frederick, MD
Academy of Professional Funeral Service Practice
(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
(410) 539-5881
OSHA/MOSH FTC
September 26 and 27, 2009
Ellicott City, MD

International Order of the Golden Rule
(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