

CONTINUING EDUCATION COMMITTEE REPORT
November 12, 2008

Since the October 8, 2008 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 Hours Requested & Approved</u>
360training.com, Inc. (512) 539-2768 Personal Protective Equipment Preventing AIDS and Hepatitis B in the Workplace Managing Corporate Records Consumer Protection Law OSHA Safety & Health Programs – Advanced Bloodborne Pathogens Hazard Communications Hazardous Materials-Basic Formaldehyde and Needlestick Safety Business Writing Online www.360training.com	16
Batesville Casket Company (812) 934-7557 Getting to Know Today’s Cremation Consumer An Initial Action Plan Date - to be determined Location - to be determined	2
Delmarva Funeral Service Association (410) 749-3281 Division of Vital Statistics September 25, 2008 Easton , MD	2
HEATHER SCOTT (870) 932-0081 The Director’s Assistant Regional Training Presented on Various Dates Location in Various States	8
100% Education by McKissock (800) 328-2008 Balancing Your Life; Revitalizing Your Funeral Director Career Various dates via distance education At www.100percenteducation.com or www.mckissock.com	3
International Cemetery, Cremation and Funeral Association (703) 391-8400 In Pursuit of More Sales Presentation Showcase Breakout Sessions Counselor Breakouts Using Listening Skills to Enhance Your Cremation Presentation	10

Discover Your Prospecting Style
Referrals: The Key to Friendly Sales
Manager Breakouts
Public Relations and Events
Cremation Sales For the Cemetery and Funeral Home
Sales & marketing for Long Term Success
The Rearrangement Conference: Undoing the Damage preneed has done
Turning Cold Calls Into Hot Prospects
Multicultural Marketing: A How-To-Guide for Impacting Sales & Service
Generating More Leads Through Referrals
The Kash Formula
What Actually Works
Great Ideas session
January 13-15, 2008
Las Vegas, NV