



# DIRECTIONS

A MEMBERS-ONLY PUBLICATION OF THE NEW YORK STATE FUNERAL DIRECTORS ASSOCIATION, INC.



## EDRS Update

PAGE 5

## Getting People to their Funerals

PAGE 8



## Leadership Spotlight

PAGE 11



## Preventing Injury

PAGE 12

MAY 2016

# MAY CONTENTS

5

8

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and story ideas to [rana@nysfda.org](mailto:rana@nysfda.org).

**DIRECTIONS Magazine Schedule:**  
The July 2016 print publication deadline is  
June 15<sup>th</sup>. If your copy is not received  
by that date it will be saved for an  
upcoming issue of **DIRECTIONS**.

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## EDRS Pilot Update

The NYS Department of Health continues to make strides with implementing the Electronic Death Registration System (EDRS) in New York State.

## Getting People to their Funeral

Robert Gordon says he can get a loved one anywhere on the entire East Coast of the U.S. He operates the New Jersey-based Reliable Removal Service.

## FINAL WISHES

**Death** may not be the most comfortable topic to ponder, but 37% of Americans say they have given a great deal of thought to their own wishes for end-of-life medical treatment – up from 28% in 1990. A third (35%) say they have put their wishes in writing. At the same time, however, about a quarter (27%) say they've given no thought or not very much thought to their wishes. (Source: Pew Research Center)

## 2016-2017 CALL FOR COMMITTEE MEMBERS

Strong, professional associations utilize the input, expertise and talents of their members in a number of ways. Service as a member of a key standing committee or ad hoc task force is an important way that members create the future of the association through creation of policy, member and public services, or the governance of the organization. NYSFDA President-Elect **WALTER J. KENT**, will soon be appointing committee and special task force members. The summarization for the Budget and Finance, Constitution and Bylaws, Continuing Education and Convention Education, Government Affairs, and Ad Hoc/Special Task Forces is outlined on [www.nysfda.org](http://www.nysfda.org). If you're interested in serving on one or more of these committees, please complete and return the form (linked on the website) to NYSFDA no later than Friday, **July 1, 2016**. For more information, contact [cherie@nysfda.org](mailto:cherie@nysfda.org).



## IN REMEMBRANCE

**GERALD W. CHESTNEY, 80**, of Pine Plains, passed away on April 3, 2016. Jerry came to work as a funeral director for Peck & Peck Funeral Homes in Copake and Pine Plains in 1958. He eventually became the owner of the funeral homes in 1985. In 1985, Jerry was also honored with the opportunity to purchase Dapson Funeral Home in Rhinebeck. Jerry was a member of the Dutchess, Putnam, Ulster Funeral Directors Association and NYSFDA.

**MICHAEL J. TORSONE, 62**, of Poughkeepsie died March 18, 2016. Michael graduated from the Simmons School of Embalming and Mortuary Science, class of 1973. Upon graduating from Simmons, he became a Licensed Funeral Director-Manager with the family owned business, Michael Torsone Memorial Funeral Home for 36 years.



***“ . . . Unless we get members of your local association to step up and make the commitment to serve in some capacity, your state association and our funeral profession will be negatively impacted in the future.”***

## DEAR COLLEAGUES:

**L**ast month NYSFDA held a meeting for local funeral director association leaders. The purpose of this program was to bring together local leadership from around the state to learn what NYSFDA is about and does, not only for its members, but also for funeral service. Representatives from 14 local associations attended, along with officers and staff of NYSFDA.

The guest speaker was **BILL PAWLUCY** from Minneapolis-St. Paul, Minnesota. Mr. Pawlucy, from his bio, is the **PRESIDENT OF ASSOCIATION OPTIONS**, a global management consulting firm that helps nonprofit associations in strategic planning, board development, management assessments, searches and special long-term projects.

He talked to the group about his many experiences and he shared his knowledge of effective leadership. In addition to describing board roles and responsibilities, he pointed out that to continue to grow, we must identify future board leaders.

During the course of the day, your local leaders shared with each other the problems and concerns within their associations. It was amazing to learn that these issues were much the same around the state. We discussed the problem of getting CE programs and also getting a commitment from members to take on leadership roles in both officer and committee capacities.

Unless we get members of your local association to step up and make the commitment to serve in some capacity, your state association and our funeral profession will be negatively impacted in the future. I believe that everyone who attended this second local leadership program was enlightened about the strength of commitment NYSFDA, its Board and staff have made to making funeral service a meaningful experience for the families we serve in our communities.

I would ask that you attend your Region's meeting this month being offered by New York State Funeral Directors Association [see page 24 for dates and locations]. And I ask that you continue to support your local and state associations. Please consider getting involved because this is your profession and only you can make a difference. ■

Sincerely,

A handwritten signature in black ink, appearing to read "Douglas R. Brueggemann".

Douglas R. Brueggemann

## DEAR MEMBERS:



*Bonnie L. McCullough, CAE*

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We all see our own lives and the world at large through our particular prisms, and sometimes make the mistake of believing that everybody else sees things (or should!!) exactly as we do. And even more jarring is that we strongly believe we are right about lots of stuff.

**It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so.**

*~Mark Twain*

As my very best friend in the world has told me on several occasions, "Bonnie, you always sound the most certain when you are full of #%!!!!" (Expletive deleted, of course.)

Which is exactly when real trouble can start.

Mind-reading is an innate talent that no one actually possesses. Just when we convince ourselves we know how others observe their worlds we can be resoundingly proven to be absolutely, completely wrong.

This is exactly why NYSFDA leadership constantly asks you what you think and believe utilizing a number of tools.

These tools include in-depth conversations at face-to-face meetings, one-on-one discussions, short surveys . . . in other words, a lot of talking, and a lot of listening. These tools stand all of us in good stead, because communication with what members are thinking, what they need, what they dream, is critical to providing you with what you actually need and want, not what we think you need and want.

In addition to these constant communication tools, every five or six years we do a very in-depth online survey of our members. The results of this survey, which are scientifically validated using a number of statistical models, are what guide your association going forward. The data we mine using much analysis helps us to understand just who you all are, what your business challenges and sweet spots are, and how current NYSFDA services and programs are helping . . . or NOT helping . . . YOU. In short, we can make decisions about that all important target . . . "WHAT'S NEXT."

*If you have already completed the survey . . . thank you so much. If not, please take this opportunity just before the survey closes to complete it.*

I promise you it is worth your time and thought. This organization represents funeral service in this state. Please make sure you take this opportunity to not only create the future, but to create the right future.

After all, it's not just about doing things right, it's about doing the right things.

Thank you so much for your participation. ■

Sincerely,

*Bonnie L. McCullough, CAE*

# EDRS PILOT

## Update

FROM THE NEW YORK STATE DEPARTMENT  
OF HEALTH, BUREAU OF VITAL RECORDS

*By Chris Squillaciotti, Health Program Administrator II,  
Guest Columnist*



The **NYS DEPARTMENT OF HEALTH** continues to move forward in the pilot phase of the **ELECTRONIC DEATH REGISTRATION SYSTEM (EDRS)**.

*We have been meeting with funeral firms, hospitals, medical examiners, coroners, and registrar offices throughout Albany, Schenectady, Montgomery, and Monroe County to provide orientation and training as well as to assist users with creating Health Commerce System (HCS) accounts and to establish EDRS roles.*

Over the last couple of months, we have offered trainings and demonstrations at our facility in Albany as well as webinar-based trainings for all funeral firms located in these counties. Approximately half of all the funeral firms in these counties attended the Department's training.

We are currently putting together a reoccurring training schedule for funeral firms who were unable to attend these initial sessions. These reoccurring trainings will be provided monthly.

The schedule will soon be available on the Department of Health, Vital Records and EDRS webpage. However, we will also reach out via e-mail and telephone to re-invite firms to attend these trainings.

Instructional videos and user manuals will also be made available when we reach out to a new region in the State. Also, we urge you to periodically check the EDRS website for additional documentation and audio/visual material at [http://www.health.ny.gov/vital\\_records/edrs/funeral.htm](http://www.health.ny.gov/vital_records/edrs/funeral.htm).

Additionally, the **EDRS EXTERNAL USER GROUP** is currently conducting testing on a variety of scenarios to help acclimate users to the EDRS as well as to identify issues with the functionality of the system. As we proceed with cases in our pilot area and with the assistance of the EDRS External User Group, the Bureau of Vital Records is working with our vendor, VitalChek in making modifications to the system to meet the needs of all stakeholders in the death certificate process.

We expect that a new release of the system that will address the specifications and concerns of all the users will be available in the summer of 2016. As always, feel free to contact us at [edrs@health.ny.gov](mailto:edrs@health.ny.gov) with any questions or concerns.



# NYSFDA Hot Topic Webinar Series

## THE COMING EXPANSION: WHO IS ENTITLED TO OVERTIME AND THE FUTURE OF THE MINIMUM WAGE, 1 NYS Law CEU

Thursday, June 16, 2016 :: 11:00 a.m. - 12:00 p.m.

The United States Department of Labor is on the verge of enacting new regulations that will redefine who is entitled to overtime and who is exempt based on their status as an executive, administrative or professional employee. These regulations will dramatically expand the number of employees who are entitled to overtime. We will discuss the changes, issues with respect to calculating overtime, and how to plan for the future. We will also discuss the push to increase the minimum wage and wage compression and how it affects the small business owner.

## Your Presenter



**MICHAEL J. MURPHY** is a trial attorney handling complex litigation with an emphasis on employment law and professional liability law. He maintains an active trial practice in State and Federal courts as well as before the EEOC and New York State Division of Human Rights. He is regularly retained by leaders in business, government, community organizations, and the professions to represent their interests in sensitive, high profile litigation and investigations. Mr. Murphy is a Past President of the Northern District of New York Federal Court Bar Association.

**COST?** NYSFDA members: \$50 per webinar per person / Non-members: \$125 per webinar per person. The first webinar in the series was held on 2/11/16. Visit [www.nysfda.org](http://www.nysfda.org) to register, or call Michelle at **800-291-2629**.

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# GETTING PEOPLE TO THEIR FUNERALS

By Ed Munger

I saw an e-mail alerting funeral directors to an airline's new policy on the weight of shipments, including deceased loved ones being transported home for their funeral.

The airline didn't bother informing funeral directors about the change, and that left one funeral home in a bind, temporarily.

The loved one was in New York but their funeral was scheduled to be held soon in another state.

The loved one exceeded the airline's new weight limit, leaving a difficult situation: how to get that loved one down south when the airplane wouldn't bring them.

Aside from urging funeral directors to try to keep abreast of airline company changes, the e-mail suggested if all else fails, try **ROBERT GORDON**, because Gordon says he can

get a loved one anywhere on the entire East Coast of the U.S.

Wow, I thought – now that's a guy whose name a funeral home would want to keep handy – just in case.

I figured it would be worthwhile learning a bit about Robert Gordon, somebody who, as it turns out, has been helping get people to their own funerals for four decades now.

Gordon, 59, operates the New Jersey-based **RELIABLE REMOVAL SERVICE**. He started transporting loved ones in 1975 when working for a Newark, NJ funeral home right after high school.

He moved on and started working for a Medical Examiner's office, again transporting the deceased, and coping with what he described as "horrible scenes."



The Marine Corps. Veteran, who served his country for six years, has been helping other funeral homes since he left the military.

Roughly four decades later, Gordon now owns that funeral home building he worked from as a teen. He saw it for sale about five years ago and bought it.

And he operates it under the name **EVANS-GORDON FUNERAL HOME**, while he studies mortuary science to become a funeral director himself.

Gordon's got a staff that includes a funeral director at his funeral home, in addition to a network of people he connects with throughout the East Coast and beyond.

"I have contacts up and down the East Coast, and the Midwest. In California, I have contacts," Gordon said. "Wherever you want to go."

Gordon said he needs a reasonable amount of time to get the job done and funeral directors need the necessary burial permit in order for a transport to take place. All jobs are different – he calculates the cost of staff time and travel to price a project.

***Gordon said he's helped funeral directors in the New York – New Jersey metro area get loved ones to Florida, North Carolina, South Carolina, Georgia, Virginia, Delaware, Alabama, Ohio and a host of other states.***

He said he also fields calls from funeral directors in his area who need assistance getting a loved one back home from another state.

"I have contacts in different states that I use in order to get the remains back to the funeral director," he said.

He's helped funeral directors get loved ones to Buffalo, Utica and other major cities across New York State.

**BRIAN HITCHMAN**, Financial Secretary and Treasurer for **EMPIRE FUNERAL DIRECTORS ASSOCIATION, INC.**, got to an airport with a loved one he was transporting for a funeral home only to learn they exceeded the weight limit under a new policy.

The loved one's funeral was being held in North Carolina the following afternoon, and he suggested the funeral home contact Robert Gordon because he heard Gordon could help in these situations.

"Next morning, about noon time, [Gordon's] man was at the North Carolina funeral home's front door," Hitchman said.

With Gordon's help, that funeral went on as planned.

"My motto is to get things done. If someone calls in need, I am there and available for them. I don't want to say I can't help," said Gordon, who said it isn't only airline policy issues that lead funeral homes to call on him.

In some cases, people prefer transportation on the ground. He said some have told him their loved one never flew in a plane and wouldn't while alive.

"My mother never rode on a plane and I don't want her in a plane," he recalled one woman telling him.

There are many other "removal" services in the massive New York – New Jersey metropolitan area, and Gordon said he's heard from many startups and doesn't mind giving them advice.

"They call me and ask how did I do it, what should they do to enhance their business. Number one, you need money. Number two, you need time, and number three you need knowledge," Gordon said.

"It's experience. You just don't learn all at once, you learn over the years, and I am still learning," he said.

Gordon prides himself on being able to boast he can help get loved ones anywhere on the East Coast. He also stresses that he's not in the "transportation" business, per-se.

"We are caring for people's loved ones. That's somebody's mother, that's somebody's brother, father, sister, aunt, uncle. Although they are dead, they are respected," Gordon said.

Gordon is one of many whose work takes place behind the scenes of funerals – his job is to make sure people get to their own funerals.

NYSFDA's blog [[www.SympathyNotes.org](http://www.SympathyNotes.org)] doesn't make endorsements – nobody would ask an ex-newspaper reporter for advice on moving a loved one to another state anyways. But for those in a bind needing to get a deceased loved one to their family, Robert Gordon said give him a call and he'll help if he can. ■



*Do you have a photo, story, or event you would like to share with the readers of DIRECTIONS? Email your news item, including contact information to rana@nysfda.org.*



## CONGRATULATIONS

NYS Senator **JOSEPH A. GRIFFO** (47th S.D.) recently sponsored a resolution (J4785) commemorating the 100<sup>th</sup> Anniversary of **STRONG-BURNS AND SPROCK FUNERAL HOME** in Rome, NY. The resolution which was adopted on April 12, stated, “ . . . *It is with great pleasure that this Legislative Body acknowledges this exceptional business and its contributions to the local and State economies, fully confident that it will continue to enjoy the success it has worked so hard to achieve; now, therefore, be it RESOLVED, That this Legislative Body pause in its deliberations to commemorate the 100th Anniversary of Strong-Burns and Sprock Funeral Home . . .* ”

## LOCAL LEADERS MEET IN ALBANY

NYSFDA was pleased to host an orientation meeting for leaders of local Funeral Directors Associations from throughout New York State at the Association headquarters on April 5. NYSFDA president **DOUGLAS R. BRUEGEMANN** (standing) welcomed the group. ■



## THANK YOU

Representatives from the **NYS MILITARY FORCES HONOR GUARD / MILITARY FUNERAL HONORS PROGRAM** were here in Albany last month, discussing how to ensure our Veterans get the honors they deserve. In this photo, L-R: Sgt. 1st Class **ERWIN A. DOMINQUEZ**, NYS non-commissioned officer in charge, Military Forces Honor Guard; **PETER MORAN**, Military Funeral Honors Coordinator (a Veteran); and 1st Lt. **ALIX WALLS**, Officer in Charge, Military Forces Honor Guard; **MARIANNE SCHROM**, NYSFDA Director of External and Member Relations; and **DANNIELLE MELENDEZ**, NYSFDA Public Policy Coordinator. ■

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## MEET MARTIN J. "MARTY" HUGHES



*We recently had the opportunity to sit down with NYSFDA Leadership Academy participant MARTIN J. "MARTY" HUGHES and asked him a few questions:*

### **What inspired you to become a funeral director?**

I was first employed at the former Johnson-Lindsay Funeral Home and Rossi Funeral Homes as a teenager washing cars and doing odd jobs around the funeral home. My cousin, Vincent Rossi, was the owner of Rossi Funeral Home and gave me the job. I was always around the funeral home but never thought I would be a funeral director until going away to college in South Carolina. I wondered there what I would do for my career. When I returned home for summer break, I told my cousin I was ready to go to school and become a funeral director. It was like a light bulb turned on and I heard the calling. Vince was very supportive of me and mentored me to achieve my goal.

### **How do you consider yourself successful?**

I consider myself a success because of the families that I serve each day. I know I have helped them to the best of my ability. I have suffered great loss in my life, so I have walked in their shoes. I lost my 36-year old brother to kidney cancer in 2005 and my dad to lung cancer in 2012. I always put myself in my families' shoes to try to help them to move forward and celebrate the life of their loved one. I immerse myself into their lives. This career is demanding, but also very rewarding.

### **MARTY'S EMPLOYER:**

**BETZ, ROSSI, BELLINGER & STEWART FAMILY FUNERAL HOMES, INC.,**  
Amsterdam, NY

Title: Manager

### **ABOUT MARTY:**

- Licensed Funeral Director since 1996
- Adirondack FDA, NYSFDA EDRS Implementation Committee
- Recipient of the Community Hospice of Amsterdam Healing Hands of Hospice Award in 2014
- Chairman of the Amsterdam Elks Soccer Shoot
- Member of the Board of Directors of United Way in Amsterdam, Amsterdam High School Marching Rams Booster Club, and Horace J. Inman Senior Center in Amsterdam

### **What do you feel are the biggest issues facing NYS funeral service?**

1. The misconceptions of consumers and media. We are not all just out to get a paycheck. It is an emotional journey for us and for the families we serve. We are caregivers that deal with the most trying times in a family's life.
2. We also are trying to deal with rising cost of Health Care and other costs related to the operation of the funeral home and recruiting/retaining strong employees. I believe the more that funeral professionals can work together, the better off we all will be in the future.
3. It's really challenging today to find young people interested in our profession. We work long hours and probably don't make a lot of money compared to the work we do. Many colleges are seeing a huge drop in students in their Mortuary programs. This is one of our greatest challenges today.

### **Favorite leadership quote:**

"Surround yourself with great people; delegate authority; get out of the way."

~ Ronald Reagan

### **What do you hope to learn throughout the NYSFDA Leadership Academy?**

I am very excited to be the oldest participant at 43 years young in the Leadership Academy and look forward to continue learning about the NYSFDA and the wonderful people that are part of our profession. The future will be bright in our profession as long as there are leaders that are willing to learn and grow along with our calling." ■



# LIFTING AND MOVING THE *Dead*

## *Helpful tips for preventing injury*

**C**aring for the dead necessitates lifting or helping move them. Compared to objects lifted or moved in traditional or industrial settings, the body is generally heavier, more delicate and awkward to handle. Also, the center of gravity can change during the handling activity. This can suddenly put a funeral director in an awkward posture or position and require them to make more forceful exertions.

Back injuries can have a long-lasting effect on your funeral home. A back injury to a key employee could require a change to your operation.

### WHAT CONTRIBUTES TO BACK INJURIES ?

Lifting or moving the dead requires the interaction

of the funeral director, the individual being moved, the equipment used, and the work environment. There are a great variety of activities involved, including:

- Manual lifting
- Laterally transferring between two horizontal surfaces
- Repositioning furniture in a home to remove the body
- Manipulating extremities
- Dressing and casketing
- And who can forget those dreaded stairs!

Repeated bending, twisting, reaching or holding prolonged fixed positions can contribute to injuries

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**John E. Loyless**  
Owner

of the neck, shoulder and back. Bending the back forward when lifting places great loads on the muscles, discs, and ligaments of the lower back.

***One of the most damaging activities is to bend, reach out and lift, and then twist while raising the trunk. The ligaments of the back do not support twisting movements very well, especially when the back is bent forward.***

As pressures on the discs in the lower back increase, the center or nucleus of the disc is forced backwards. If the disc bulges or ruptures, this can damage the surrounding nerves.

#### GENERAL TIPS TO PREVENT INJURY

- Know your own limits and do not exceed them
- Assess before lifting or moving a body
- Eliminate or reduce manual lifting whenever possible
- Use assist devices or equipment when available or appropriate
- Get co-workers to help as much as possible by giving them clear, simple instructions with adequate time for response
- Mentally plan and prepare (e.g., consider obstructions; clear out paths)
- Use (or modify) surfaces to keep work tasks, equipment and supplies close and at the correct height (i.e., between the waist and shoulders)
- Make sure brakes hold properly and apply them firmly on gurneys
- Use upright, neutral working postures and proper body mechanics
- Bend your legs, not your back. Use your legs to do the work

- Do not twist when turning. Pick up your feet and pivot your whole body in the direction of the move

#### FOOTWEAR

The appropriate footwear can also provide good traction to help prevent slips or falls and cushioning when standing or walking for long periods on hard surfaces.

#### GURNEYS

Make sure your transport gurneys are easy to steer as well as easy to adjust (e.g., can easily raise or lower). Also, controls that allow upright, neutral working posture (e.g., easy to reach without bending or reaching).

#### PREP ROOM TIPS

1. Try to have storage shelves located between waist and shoulder height in your office or prep room
2. Have sufficient and accessible storage for hoists and other assist equipment and devices

#### TRAINING

Effective training is an important part of trying to reduce or prevent injuries at your funeral home as the tips mentioned above.

Keep in mind that training is not effective at reducing injuries unless it:

- Includes education and hands-on practice
- Allows feedback
- Requires that employees demonstrate the skills learned in a competency evaluation
- Is systematically reinforced by retraining

Finally, remember that for training to be successful at reducing employee injuries, your funeral home should strive to provide support and workers must practice the skills on a daily basis during work activities. ■

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# BURIAL *at* Sea

**O**ne family member just loved to walk on the beach.

Another told relatives he had the best time of his life sport fishing in Fort Lauderdale. Another made sure her children and grandchildren gathered each year for a family reunion in the Outer Banks of North Carolina.

Before hundreds of voyages, family members described various heartfelt reasons they brought their beloved's ashes to be scattered at sea.

"They'd like to bring their loved one back to where they had their fondest memories, and that's what we see all the time," said Capt. **BRAD WHITE**, owner of **NEW ENGLAND BURIALS AT SEA LLC**.

A mariner since age 12 who grew up on Boston's south shore, White embarked on a career as a businessman before deciding to pack up his desk not long after a friend asked him to scatter his uncle's ashes while he was out at sea.

That request was followed by another and then by dozens, and White eventually traded his corporate business cards for a mariner's cap.

"I just got tired of the board room. I turned the ocean into my office and I haven't looked back," said White, 57, a U.S. Coast Guard Licensed Master Captain whose company now serves families on the east and west coasts of the U.S.

His vessels typically bring funeral parties of between six and 25 passengers out to sea to bid a final farewell to loved ones – people with

an enduring love for the ocean their families never forgot.

"In America, there are 175 million Americans that live within 10 miles of the water. There is a huge gravitational pull to come home when somebody passes away," White said.

White said people are often surprised – many had never realized they could bring a family member's ashes for sea scattering. But the growth in cremation rates is gradually reaching the sea – and White believes his services can add another offering funeral directors can pass on to their families.

*"When a funeral director offers a scattering at sea, not only do they earn on it, they're able to allow the family something new and different and that's a new source of revenue and margin for the funeral director," White said.*

His company now makes use of a variety of vessels on both the East and West coasts – boats small enough for an intimate group of six and ships large enough to carry a party of 400. They also provide voyages for full-body burials and White is proud of to say "we're the only licensed and insured provider that performs full body burials at sea with ocean friendly burial shrouds."

A voyage brings the group out at least three nautical miles, where family members can scatter ashes on the outbound tide. The ashes are accompanied by flower petals and the ceremonies can include an eight bell "end of watch" blessing and a cannon salute.



Guests on ocean burial trips see a variety of life on the way – from gray and humpback whales to sea turtles eight-feet wide. Tuna fish, sharks, seals and a variety of birds often show up too.

It's a moving experience, White said, when families on a funeral voyage witness dolphins "dancing in the water."

These experiences provides guests with a better understanding of their family member's love for the ocean.

*Often, White said a scattering ceremony will take place within view of a lighthouse that serves as a marker where family and friends can look to as they gaze out at the sea and remember their loved one.*

"They travel the world forever with the ocean currents and with incredible wildlife. That fulfills part of the decedent's last wish," White said.

For many, "that far outweighs visiting a columbarium or a family gravesite," he said.

There are those who prefer not to go out on a boat – but that doesn't mean they can't get their loved one's ashes out to sea, White said.

"They rely on us to scatter their loved one in a photo-documented manner," White said. These families receive photographs and a video of the ceremony created during the trip.

Families of Navy veterans – and other branches of the military – often seek out a sea burial for their beloved, he said.

"Much like a farmer wanting to be scattered over his cornfields, maritime military personnel ... they'd like to be back where they spent their career," White said.

People are now signing up pre-need programs through sea burial-certified funeral homes – which are listed on the company's website to assist people in their pre-planning efforts.

"We offer funeral homes a non-charge, sea burial certification training program which is only 70 minutes in length. Then we direct preneed families their way, based on marketing and geographic area," White said.

For White, whose memories of the sea extend back more than 40 years, there is no other final resting place.

"I am absolutely going to be part of the sea again," White said. ■

*We are tied to the ocean. And when we go back to the sea, whether it is to sail or to watch - we are going back from whence we came.*

*~John F. Kennedy Jr.*

## GARRITY AWARD NOMINEES SOUGHT

***The EDWARD J. GARRITY LEADERSHIP AWARD was established in 1996 to recognize funeral directors who embody the crucial characteristics of distinguished volunteer leaders, i.e., integrity, strength of conviction, and dedication.***

President **ED GARRITY**, who died while serving in office, exemplified every one of these essential qualities. The Award is presented during the NYSFDA Annual Convention Banquet. The criteria includes:

- The nominee cannot be the current NYSFDA President, President-Elect or Immediate Past President. It's not necessary to have served as President to be nominated.
- Can only be awarded to individuals affiliated with a current NYSFDA member funeral firm and the firm must be a member for a period of at least ten (10) consecutive years.
- Can only be awarded to individuals who have served in offices, on the board or committee positions at the State level.
- The individual must have shown leadership and commitment to NYSFDA's goals and objectives

and to the enhancement of funeral service over an extended period of time.

- The individual has consistently considered the merits of issues and the broad implications of them, not just as they may impact their own funeral service operation.
- The person has exhibited the strongest ethical conduct throughout their leadership tenure.
- The individual has played an integral part in the development and implementation of a project that has had a positive impact on the funeral service industry.

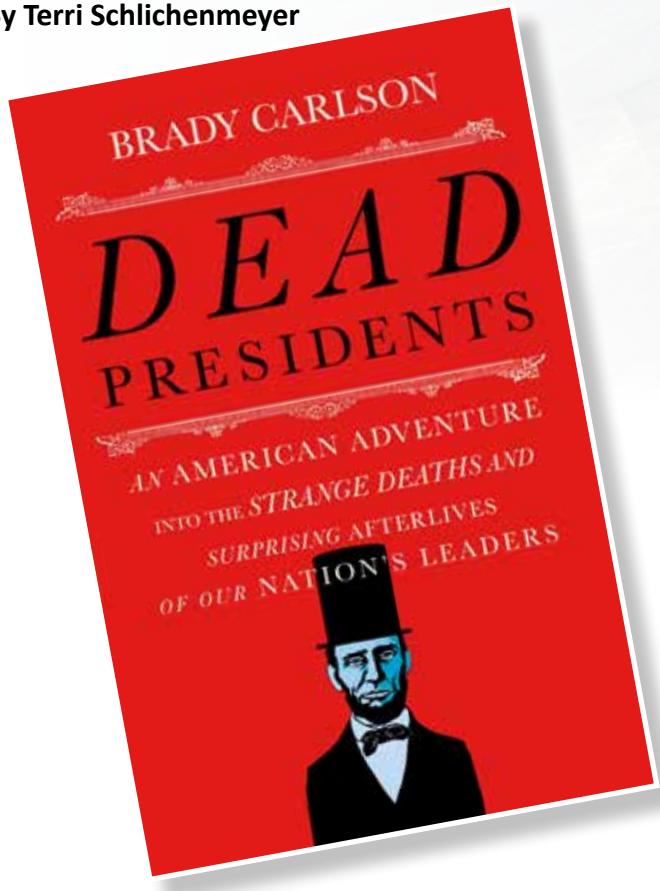
### PREVIOUS AWARDEES:

- Bill McVeigh, 1997
- George Dalton, 1998
- Wayne Baxter, 1999
- Gene Guarino, 2002
- Tom Shepardson, 2004
- Anthony Amigone, Sr., 2005
- Thomas L. Kearns, 2007
- Douglas R. Brueggemann, 2009
- John "Jack" Hogan, 2010 ■

Do you know a worthy candidate for the **GARRITY AWARD**? Please submit a nomination no later than **JUNE 30, 2016**. Questions? Contact [Kelly@nysfda.org](mailto:Kelly@nysfda.org) or 800-291-2629.

# Book Review

By Terri Schlichenmeyer



© 2016, W.W. Norton, \$26.95, 324 pages

**S**omeday, you might have your very own stone.

Everyone will know it's yours because your name will be on it, along with a couple of dates. It'll be yours for a long time, perhaps forever, but sadly, you'll never see it in its finished form. You'll just have to trust that it's the right size for the job or, as in "**DEAD PRESIDENTS**" by **BRADY CARLSON**, you could be memorialized with a stone the size of a South Dakota mountain.

Brady Carlson is a curious guy and when his curiosity is piqued, he tends to go all-out in a search for information. Years ago, in grade school, he became interested in U.S. presidents and he noticed that most books are written about "the lives of our leaders." That led him to wonder about their deaths.

A few years ago, he finally acted on his inquisitiveness with a cross-country journey to the graves of the presidents and their monuments.

Beginning with the Father of Our Country, Carlson learned that Washington didn't want a lot of foofaraw upon his death. He really didn't want a city to be named after himself, either; one can only imagine how he'd feel about his monument which, by the way, wasn't finished for nearly 90 years after George died.

Every schoolchild knows that John Q. Adams and Thomas Jefferson – friends, rivals, and signers of the Declaration of Independence – both died on July 4, 1826. That's an eerie coincidence, but Carlson says it's more common than we think. Presidents Ford and Truman both died the day after Christmas (in different years). James Madison almost died on Independence Day, 1836, but he declined medical help to do so, and died a few days prior.

Abraham Lincoln's bones sat in a basement "for almost a decade." Parts of James Garfield's skeletal remains are in a museum, remnants of an attempted murder, a trial, and mishandled injury. One president was exhumed 140 years after he died, one lay in a temporary crypt for "two months longer than his entire presidency . . ." and, surprisingly, just one (so far) rests in peace in Washington.

In less than a year, a new person will sit in the Oval Office. What happened to thirty-nine of his (or her) predecessors is the premise behind this peek at presidential passings.

*You don't have to look much past the title of "Dead Presidents" to know that you're in for something enjoyably irreverent here, but author Brady Carlson isn't disrespectful. His fascinating journey was genuine, as evidenced by places he sleuthed, people he met along the way, and the can't-stop-reading information he found.*

We learn about gravesites and places where we only think a president rests in peace. We learn how he got there – sometimes a circuitous route. And we learn how our former leaders are remembered forever. Or not.

History buffs will relish this book. Trivia lovers will eat it up, and political fans should lobby for it. If politics as (un)usual has your ear this year, "Dead Presidents" is stone-cold fun. ■

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**EDITOR'S NOTE:** Terri Schlichenmeyer, a regular contributor to NYSFDA's blog *SympathyNotes.org*, has been reading since she was three years old and she never goes anywhere without a book.

# CLASSIFIEDS

If you have a listing, please e-mail [rana@nysfda.org](mailto:rana@nysfda.org), or call 800-291-2629 and an ad will be placed in *DIRECTIONS* and on [www.nysfda.org](http://www.nysfda.org). Please contact the office immediately when the posting is no longer needed. Ads will be listed as space permits or for a maximum of three months unless otherwise notified. We cannot guarantee the accuracy of any listing; it is the responsibility of the candidate, potential buyer or seller to verify authenticity of the other party. We reserve the right to censor, revise, edit or reject any advertisement.

## • STAFF WANTED

**White Plains funeral home seeks licensed funeral director.** Privately owned funeral home in White Plains is seeking a newly licensed funeral director with a willingness to continue learning all aspects of the funeral trade. We offer a highly competitive salary with a set schedule, 100% medical/dental benefits and 401K. Please e-mail your resume to [tbuckley491@gmail.com](mailto:tbuckley491@gmail.com).

**Privately owned funeral firm in Queens is seeking a resident.** Funeral home wants an eager and ambitious individual who is committed to learning. Salary plus set days off each week, holidays, sick days and paid vacation, medical benefits and a 401K when eligible and year-end bonuses based on performance. Please e-mail us your resume at [antonopoulos@farengafuneralhome.com](mailto:antonopoulos@farengafuneralhome.com).

**Privately owned funeral firm in the Queens area is looking for a licensed funeral director** with good technical skills, the compassion and experience to work with families and a good work ethic is a must. Funeral home wants a highly ambitious, hard-working, technologically knowledgeable, experienced licensed funeral director who is willing to continue learning. A competitive salary, set days off each week, holidays, sick days, paid vacation, medical benefits, 401K and year-end bonuses will be considered based on work ethic and performance. Please e-mail us your resume to [antonopoulos@farengafuneralhome.com](mailto:antonopoulos@farengafuneralhome.com).

**Resident or licensed funeral director in Corning, NY area.** Join our team of outgoing and compassionate individuals who strive to exceed the expectations of the families who call upon us. Our three funeral homes are located in and around Corning, a small vibrant city, with deep roots in glass making and Finger Lake wines. Our team is seeking an individual to work directly with client families in a full-time position. Any candidate needs to possess a strong work ethic, eagerness to learn, with the highest standard of compassion and professionalism. We are offering a competitive salary, performance based bonuses, set schedule, with housing available. Inquire by sending resume to [garrett@carpentersfuneralhome.com](mailto:garrett@carpentersfuneralhome.com).

**F/T resident sought in Rochester.** Resident/apprentice opportunity is available in Rochester. Well-established funeral home is looking for a recent or soon-to-be graduate of Mortuary Science who is professionally motivated and wants to gain direct experience with a top-tier organization. Interested? Send cover letter, resume, and transcript to [info@anthonychaplens.com](mailto:info@anthonychaplens.com).

**Seeking Licensed Funeral Director in NY's Finger Lakes Region.** Multi-location funeral home in the Finger Lakes area is seeking a licensed funeral director. This position interacts directly with client families during their time of need and is responsible for creating and maintaining a premier level of client family satisfaction. Our funeral directors are looking for more than a career – it's a calling. Please email resume to [christa.busby@dignitymemorial.com](mailto:christa.busby@dignitymemorial.com).

**Area Manager Sought in Rochester.** New Comer, a progressive, family owned, multi-location funeral home, is looking for an experienced and motivated Area Manager to lead our Rochester team! Must be a Licensed Funeral Director in NYS and have 3-5 years of management experience. To learn more about the position and to apply online, visit: [www.nfsg.com](http://www.nfsg.com).

**Western Nassau, multi-location funeral home seeking a newly licensed NYS funeral director or resident.** Candidates for NYS Funeral Director must possess a NYS Funeral Director license, and a clean NYS Driver's license. NYS Funeral Director Resident must have passed the National Boards, be eligible to serve a NYS Residency and have a desire and willingness to learn and work. Excellent interpersonal, communication and customer service skills are required as is the ability to lift a minimum of 50 lbs or more. Salary plus benefits. E-mail cover letter and resume to: [timdalem@aol.com](mailto:timdalem@aol.com) or fax to 516-354-0853.

**Funeral director sought in Jefferson County.** Family owned funeral home / crematory combination in Jefferson County seeking an experienced licensed funeral director. Send resume to [jfred37@aol.com](mailto:jfred37@aol.com).

**Funeral home seeks resident or funeral director south of Rochester.** We are looking for a Licensed Funeral Director or Resident who is comfortable in a small town setting. We offer competitive salary and benefits. Housing may be offered. We are a family run business that owns and operates five funeral homes south of Rochester. For further questions and inquiries please contact 585-739-4080 or E-mail us at [sdfh@frontiernet.net](mailto:sdfh@frontiernet.net).

**F/T resident sought in Queens.** We are a family owned funeral home located in Queens. Please send resume to [senecachapels@gmail.com](mailto:senecachapels@gmail.com) or call 718-366-1900.

**Licensed funeral director sought in Mohawk Valley.** Betz, Rossi, Bellinger & Stewart Family Funeral Homes, is seeking a licensed NYS funeral director to join our team. We are the largest funeral home provider in the Mohawk Valley servicing Fulton and Montgomery counties for 155 years. We offer a complete compensation package that includes Time Off/Schedule, 401K, Dental, Vision and much more. E-mail your resume to [pete.rose@brbsfuneral.com](mailto:pete.rose@brbsfuneral.com).

**Funeral director sought in Niagara Falls.** Large volume, family operated funeral home in Niagara Falls is seeking a NYS Licensed Funeral Director to add to its staff. The ideal candidate is someone who is compassionate, hard-working, willing to learn, and enthusiastic. Competitive salary and paid vacation offered. Interested parties can e-mail resumes to [info@mjcoluccifuneralchapel.com](mailto:info@mjcoluccifuneralchapel.com).

**Funeral director wanted.** Privately owned funeral firm in the heart of the Finger Lakes is looking for a licensed funeral director with good technical skills, the compassion and experience to work with families and a good work ethic. Please contact us at: [mjkelly1949@gmail.com](mailto:mjkelly1949@gmail.com).

**Resident or newly licensed funeral director.** Progressive, fast-paced, single-location, independently owned, Manhattan funeral home seeks a highly ambitious, hard-working, technologically knowledgeable resident or newly licensed funeral director. Potential candidate must have completed mortuary school (holding a bachelor's degree will be an advantage). We are seeking an individual willing to learn and develop their knowledge of funeral service to the highest level. A strong candidate will earn a commensurate salary, receive two days off each week, hold set hours and serve alongside the best assembled team of funeral directors. Salary, paid vacation, medical and dental benefits, profit-sharing and bonuses will be considered based on work ethic and performance. Serious inquiries, send resume to Greenwich Village Funeral Home by email: [grvh@aol.com](mailto:grvh@aol.com).

## • SEEKING EMPLOYMENT

**Recent funeral services graduate ready to help families.** Recent Graduate of AAMI seeking residency in the five boroughs, Albany, or Orange County. I have a B.S in psychology, a B.A in English, and am willing to relocate. Please contact Theodore Harp at 484-291-4277.

**Funeral Director seeking steady part time employment in the Albany area.** Great with families. Mature, dependable and flexible. Contact Jeff at: [kcfh1855@gmail.com](mailto:kcfh1855@gmail.com).

**Seeking F/T in Syracuse Area.** Licensed funeral director with experience with all aspects of the job. Strong embalming skills and I work very well with families. Looking for a full time opportunity in the Syracuse area. Please e-mail me at [svbell1101@gmail.com](mailto:svbell1101@gmail.com).

**Seeking P/T in Long Island area.** Licensed 13 years, looking for a part-time Funeral Director position on Long Island. Available for sign-ins at Calverton and other cemeteries. References furnished upon request. Contact Steve via e-mail at: [mr21373@aol.com](mailto:mr21373@aol.com) or by phone at 516-637-0549.

**NYS licensed funeral director seeking employment.** I'm a licensed funeral director who has experience in the funeral industry. I'm looking for any part-time, fill-ins, full-time position in the Nassau/Suffolk area and even in the metro area of NYC. I am a hardworking and enthusiastic individual who wants to succeed in this field and would be a great asset to any firm. Please contact me at [pbsjohnson@aol.com](mailto:pbsjohnson@aol.com) or 631-572-7751 (cell) or 631-983-8302 (home).

## • FOR SALE

**Long-established funeral home committed to excellent service in prominent location in Cayuga County for sale.** Real estate included. FH is recently renovated and includes an attractively decorated and spacious design, ample off-street parking, and three-bedroom living quarters on second floor. Average annual call volume is about 35 calls with average net revenues of about \$210,000. Opportunities exist for increased market share and enhanced revenue. Two additional adjacent properties are available. For more information contact: Melissa A. Drake, American Funeral Consultants at 800-832-6232 or [Melissa@teamafc.com](mailto:Melissa@teamafc.com).

**2004 Lincoln Krystal 10 passenger limo.** Black exterior, grey inside. Excellent condition, well cared for, only 61k mi. Asking \$18k. E-mail [info@mjcoluccifuneralchapel.com](mailto:info@mjcoluccifuneralchapel.com) or call 716-285-0870 for information/pictures.

**Used funeral home furniture for sale.** Upholstered chairs, register stands, set of torchiere lamps, end tables and coffee tables, vintage kneelers. E-mail [info@mjcoluccifuneralchapel.com](mailto:info@mjcoluccifuneralchapel.com) for information/pictures.

2016

FUNERAL DIRECTORS

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HOSTED BY NEW JERSEY STATE FUNERAL DIRECTORS ASSOCIATION, INC.

# NEW YORK STATE TRIBUTE FOUNDATION

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The contributors listed below are those who have made donations to the Tribute Foundation. The levels at which they are listed are the “cumulative levels” they have attained since the Foundation began. Gifts of Remembrance and Gifts in Honor and Celebration are also cumulative and count toward the levels of giving.

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- **Peter J. Nolan and James P. Nolan, Jr.** (Nolan & Taylor-Howe Funeral Home, Inc., Northport)
- **Ontario-Wayne-Yates County Funeral Directors Association**

### CORNERSTONE BENEFaCTOR

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- **Tri-County Funeral Directors Association**
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The **NYS TRIBUTE FOUNDATION** has established a number of scholarships to increase the number of funeral service professionals by providing educational scholarships to current and future funeral directors:

- **TRIBUTE FOUNDATION SCHOLARSHIP PROGRAM**

Provides financial support to qualified mortuary science students who reside in the state of New York and are enrolled in accredited mortuary science programs.

- **SAMUEL Q. BAXTER SCHOLARSHIP AWARD**

Provides financial assistance to qualified students in their second year of a mortuary science program.

- **R. BARRY McPHILLIPS SCHOLARSHIP AWARD**

Assists the continuing education efforts of recently licensed and early-career funeral directors.

*The application deadline is June 30<sup>th</sup>.*

*For more information, visit: [www.tributefoundation.org](http://www.tributefoundation.org), or contact Kelly at 800-291-2629.*

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Please consider a contribution to the Tribute Foundation.

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#### *In Memory of Mark Burlingame*

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#### *In Memory of Leo Krolak*

- Ontario-Wayne-Yates County FDA

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#### *In Memory of Peter Milano*

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- Peter C. DeLuca
- Michael Heredia
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#### *In Memory of Lois Oxley*

- Craig and Tricia Duke

#### *In Memory of Jane Pannell*

- Peter and Lisette DeLuca

#### *In Memory of John G. Patrick Sr.*

- Ontario-Wayne-Yates FDA

#### *In Memory of Thomas Pavlot*

- Carl W. Trainor

#### *In Memory of Relatives and Friends*

- Peggy and Jeff Gaines

#### *In Memory of Herman J. Sandles*

- Nassau-Suffolk FDA

#### *In Memory of Eileen Scamardella*

- Michael Heredia

#### *In Memory of Elizabeth "Betty" Schmidt*

- Martha and Doug Brueggemann

#### *In Memory of Rose Iocovozzi Sepi*

- Doug and Martha Brueggemann
- Timothy P. Doyle, CFSP

#### *In Memory of Herman "Hy" Sprung*

- Peter C. DeLuca

#### *In Memory of Joseph Sorce*

- Timothy P. Doyle, CFSP

#### *In Memory of John Stoltz*

- Curtis Cunningham and Scott Zielonko
- Dutchess Putnam Ulster FDA
- G. Robert Sweet

#### *In Memory of John Strong*

- Carl Trainor
- Tri-County FDA

#### *In Memory of Raymond Sullivan*

- Richard and JoAnne Sullivan

#### *In Memory of Helen Syso*

- Martha and Doug Brueggemann
- Timothy P. Doyle, CFSP
- Robert C. Enos
- Gordon and Joan Terry

#### *In Memory of Dean Talcott*

- Timothy P. Doyle, CFSP
- Carl W. Trainor

#### *In Memory of Mary D. Terry*

- Tricia and Craig Duke

#### *In Memory of Mel Thompson*

- Jack Conway
- Peter C. DeLuca
- Peggy and Jeff Gaines
- Henry Guterman
- Anthony and Lynne Martino
- John and Janet Sommese

#### *In Memory of Michael Torsone*

- Timothy P. Doyle, CFSP
- Richard and Donna Hazzard
- Dutchess Putnam Ulster FDA
- Michael Torsone

#### *In Memory of Wesley A. Trainor*

##### *Carl W. Trainor*

#### *In Memory of Lottie Weldon*

- Timothy P. Doyle, CFSP
- Henry Guterman
- Anthony and Lynne Martino

#### *In Memory of Dorothy Wilson*

- Martha and Doug Brueggemann
- Timothy P. Doyle, CFSP
- Robert C. Enos
- Richard and Donna Hazzard
- Gordon and Joan Terry
- Douglas and Sharon Wilson

#### *In Memory of Shirley VanValkenburgh*

- Martha and Doug Brueggemann
- Donald L. Calarco
- Timothy P. Doyle, CFSP
- Richard and Donna Hazzard
- Brian A. Roberts



*Thank you!*

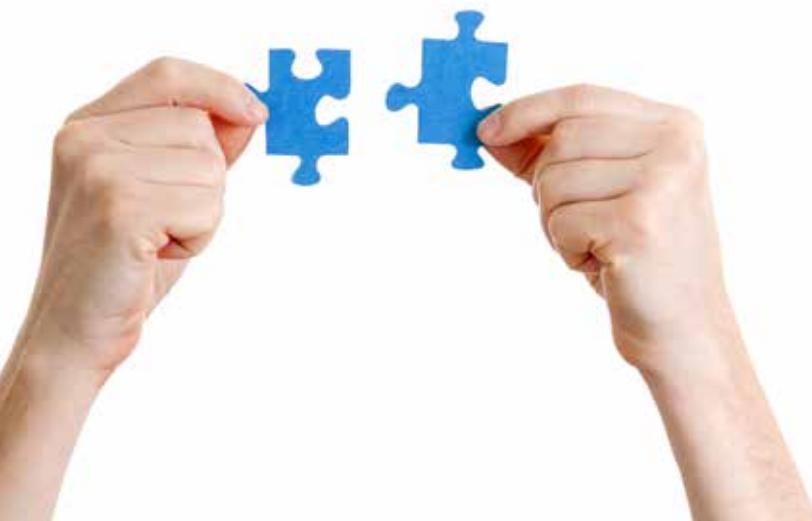
NYSFDA Directions • May 2016 **21**

# BUSINESS SERVICES

PREPLAN® CORNER, ADAM SCHROM



**PREPLAN**  
a service you can trust



[www.preplan.org](http://www.preplan.org)

## HOW PREPLAN COMMUNICATES WITH *Consumers*

When a new *PrePlan* account is processed by our administrators, a **WELCOME LETTER** and **NEW ACCOUNT STATEMENT** or **SELECT PAY INVOICE STATEMENT** is mailed to the consumer. Each statement provides:

- the *PrePlan* contract number
- type of contract (Revocable or Irrevocable) and guarantee selected
- Funeral home information, and
- the dollar amount of the initial deposit

### SELECT PAY INVOICE STATEMENT

For those consumers who are set up on a **SELECT PAY PLAN**, an invoice is generated and mailed upon opening an account each time a payment is processed. This will also be mailed out if the consumer becomes delinquent on the payment plan or shortly before an annual payment is due. The next payment due date is provided on the bottom of each statement.

### ANNUAL TAX STATEMENT

When making prearrangements with the consumer, be sure to remind them that the funds are being set aside in an **INTEREST-BEARING ACCOUNT** and the **INTEREST INCOME** will need to be reported to the IRS. A **GRANTOR TRUST TAX INFORMATION STATEMENT** is mailed annually at the end of January to each account holder. Funeral homes and consumers may view the last 3 years of tax statements by logging into our website [www.preplan.org](http://www.preplan.org).

### CONSUMER ACCOUNT STATEMENT

A **CONSUMER ACCOUNT STATEMENT** is mailed when a change has been made to the account, such as an additional deposit, change in contract type or guarantee, removal or addition of the **SELECT PAY PLAN**, change of taxpayer information, etc.

### DISBURSEMENT STATEMENT

A **DISBURSEMENT STATEMENT** is generated when a consumer account is closed for payment to the funeral home for the services provided. This statement is sent to either the alternate person listed on the account or the informant listed on the death certificate.

Consumers have 24/7 access all 365 days of the year to check their Account Balance or obtain their Grantor Trust Tax Information Statement by visiting [www.preplan.org](http://www.preplan.org):

- Simply click on the **CONSUMER** tab
- Enter the *PrePlan* Trust **CONTRACT NUMBER**
- Enter the last 4 digits of the Purchaser's **SOCIAL SECURITY NUMBER**
- Enter the Purchaser's **LAST NAME**

Please inform each consumer that these statements are mailed directly by *PrePlan*. It's important for the funeral home to be advised of all address changes to ensure accurate and timely delivery of these statements.

If you'd like more information on our correspondence please contact us at 800-577-3752 or [preplan@preplan.org](mailto:preplan@preplan.org).

### WE'RE PLEASED TO WELCOME THE FOLLOWING MEMBERS TO THE PREPLAN FAMILY:

- **Crestwood Funeral Home & Funeral Services**, New York
- **Donaldson - Seymour Funeral Home**, Potsdam



# FICO WHAT?

*Aside from verifiable cash flow, your credit report and FICO score are two important factors in not just obtaining a loan, but receiving a great rate.*

**D**o you know your Fico credit score? You can receive a free copy of your credit report annually at [www.annualcreditreport.com](http://www.annualcreditreport.com). This report doesn't give you your FICO score, but does show all accounts on your credit history. You can also obtain your current FICO credit score at [www.myfico.com](http://www.myfico.com) for \$19.95.

**The general formula for FICO scores is comprised of the following data:**

• Payment History	35%
• Amount you owe (Capacity)	30%
• Length of Credit History	15%
• Types of Credit	10%
• New Credit	<u>10%</u>
<b>Total</b>	<b>100%</b>

Some interesting facts about FICO Credit Scores are that it is not offered by a large number of credit card accounts. FICO looks at the balances on the cards, not the number of cards. A denied loan has no impact on a credit score and six payments are required on an active loan to generate a FICO score for the first time.

A bankruptcy filing is the worst thing that you can do to a Fico Credit score: Chapter 7, 11 and 12 Bankruptcies will remain on a credit report for ten years, while a Chapter 13 Bankruptcy will remain on a credit report for seven years.

If you have co-signed a loan and that account is on your credit report, then it is included in your credit score.

**CREDIT  
REPORT**

[www.DirectorsChoiceCU.com](http://www.DirectorsChoiceCU.com)

The date payments are due on student loans is a part of the credit score calculation. If they are not due yet, then they are not included in the score.

There are several items that can "hurt" your FICO score. Some items are closing revolving accounts in a short period of time, multiple late payments and derogatory public records. Also, having loans at second tier finance companies that charge very high finance charges and settling a debt for less than the full balance can impact your score.

Things that a FICO score does not take into consideration are where you live, your salary, occupation, your employer or employment history. It also does not factor in your race, color, age or religion, sex or marital status. ■

**For more information, contact Directors Choice!**

## GET OUT AND PLAY

**F**eeling a bit of that **SPRING FEVER**? A need to get away from it all? **DIRECTORS CHOICE** has great rates for recreational vehicles of all kinds: **BOATS, MOTORCYCLES, ALL TERRAIN VEHICLES, and CAMPERS** too!



**Directors Choice . . . Leading the Way . . . off the beaten path! Call us today at 800-593-5920.**

# UPCOMING CALENDAR



Scan for the most  
current listings.

May 2016

07

## Magicians Honoring Teddy Lee, LFD

*Queens Theatre, 14 United Nations Avenue South, Queens, 8:00 p.m.*

The American Society of Magicians is honoring one of their longtime members - Funeral Director Teddy Lee - as 2016 Magician of the Year!

Cost: \$45 each

For more information contact Ken Ferst, 917-533-3406

12

## Dodge Technical Seminar, May 12 - 13

*Harrah's Resort, Atlantic City, NJ*

More information is available at [shop.dodgeco.com](http://shop.dodgeco.com) or contact: Tom Fusco at 800-443-6343 or [tfusco@dodgeco.com](mailto:tfusco@dodgeco.com)

12

## Westchester County FDA, 3 CEUs

*Temple Beth Abraham, Tarrytown, 12:30 p.m. - 4:00 p.m.*

Cost: \$60 per CEU or \$150 for all three

Registration and payment by mail is requested by May 10. For additional information, call Terri Flynn: 914-263-9118 or e-mail [terrif@live.com](mailto:terrif@live.com)

Make checks payable to: Westchester County FDA, PO Box 668, Tarrytown NY 10591-0668

14

## Hudson Valley Professional Services, NYS Law Exam Seminars

*Hudson Valley Community College, Troy, 9 a.m. - 4 p.m.*

Cost: \$120

NO CEUs - Program for Registered Registrants only

Cost: \$120

Register at [www.hudsonpros.com](http://www.hudsonpros.com)

21

## Jack A. Rampulla, 4 CEUs

*Adria Hotel & Conference Center, 221-17 Northern Blvd., Bayside*

2 classes, \$24 per credit

Contact: [JRamp87908@aol.com](mailto:JRamp87908@aol.com) / 516-650-0716



## 2016 Regional Meetings - Earn 2 NYS Law CEUs!

REGION 9: Melville

Monday, May 9

1 p.m. - 3 p.m.

Melville Marriott, 1350 Old Walt Whitman Road

REGION 8: East Elmhurst

Tuesday, May 10

1 p.m. - 3 p.m.

LaGuardia Marriott, 102-05 Ditmars Blvd.

REGION 7: Poughkeepsie

Wednesday, May 11

1 p.m. - 3 p.m.

The Grandview, 176 Rinaldi Blvd.

REGION 6: Albany

Thursday, May 12

10 a.m. - 12 p.m.

The Desmond, 660 Albany-Shaker Road, Albany

REGION 5: Saratoga Springs

Thursday May 12

3 p.m. - 5 p.m.

Courtyard Marriott, 11 Excelsior Avenue

REGION 1: Amherst

Tuesday, May 17

1 p.m. - 3 p.m.

Buffalo Marriott Niagara, 1340 Millersport Highway

REGION 2: Fairport

Wednesday, May 18

1 p.m. - 3 p.m.

Woodcliff Hotel and Spa, 199 Woodcliff Drive

REGION 4: Syracuse

Thursday, May 19

1 p.m. - 3 p.m.

Genesee Grand Hotel, 1060 East Genesee Street

REGION 3: Oneonta

Friday, May 20

1 p.m. - 3 p.m.

Foothills Performing Arts and Civic Center, 24 Market Street

**Program:** Preneed Funeral Insurance, 1 NYS Law CEU  
Funeral Service Education, 1 NYS Law CEU

**Cost:** Free for NYSFDA members / \$250 for non-members  
More details can be found on our website, [www.nysfda.org/](http://www.nysfda.org/)