



Funeral Service & Cremation Alliance
Fall 2009 Conference
September 29th – September 30th, 2009



The Funeral Service & Cremation Alliance of Wisconsin is hosting another unique opportunity for Wisconsin funeral directors. Spend a day and a half earning up to 12 continuing education credits for funeral directors and/or 8 insurance credits. The classes will be hosted and held at Krause Funeral Home – 7001 W. Brown Deer Rd., Milwaukee on Tuesday, September 29th and Schmidt & Bartelt Funeral Home – 10280 N. Port Washington Rd., Mequon on Wednesday, September 30th. This meeting is open to all individuals interested in the future of funeral service in Wisconsin.

Agenda

Tuesday, September 29th

Krause Funeral Home – 7001 W. Brown Deer Rd., Milwaukee, WI 53223

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|--------------|---------------------------|---|
| Time: | 12:30 PM – 1:00 PM | Registration |
| Time: | 1:00 PM – 3:00 PM | Legislative Update with Roundtable Discussion
(Category 2 – 2)
Legislative issues involving the current 2009-2010 legislative session in Wisconsin that affect the funeral profession are discussed in an open and inclusive session. |
| Time: | 3:00 PM – 4:00 PM | Grassroots Legislative Discussion with Invited
Area Legislators
(Category 2 – 1)
Area legislators are invited to attend and discuss with those present issues affecting the funeral profession and how they fit into the current legislative environment. |
| Time: | 4:00 PM – 5:00 PM | Funeral Home Tour with Invited Area
Legislators
(Category 4 – 1)
Area legislators are then invited to tour the funeral home with attendees to receive a more hands-on explanation of the funeral profession and how it applies to the families we serve. |

Recommended Hotel Accommodations

**Four Points – Sheraton
8900 N. Kildeer Court
Brown Deer, Wisconsin 53209
414-355-8585**

Located just minutes from either funeral homes

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Wednesday, September 30th

Location: Schmidt & Bartelt Funeral Home
10280 N. Port Washington Rd.
Mequon, WI 53092

Time: 7:30 – 8:00 AM
8:00 – 5:00 PM

**Registration & Continental Breakfast
Conference (Lunch Included)**

Concurrent Sessions for Both Funeral Director and / or Insurance Credits

Insurance & Funeral Director Credits	Funeral Director Credits
<p>8:00 AM – 11:00 AM 3 Insurance CEUs The Principles of Ethics 3 FD CEUs – Category 2 This seminar emphasizes the importance of ethics in the insurance profession. The program addresses issues such as ethics and market conduct, regulation of the insurance industry and the relationship between ethics and compliance. Other topics covered include working with other professionals and an explanation of the various codes of ethics developed by professional groups within the insurance industry.</p>	<p>8:00 AM – 12:00 PM 1 FD CEU – Category 1 FD 171 1 FD CEU – Category 2 2 FD CEUs – Category 4 Profiles of the Interment Persuasion This comprehensive course covers “all things interment.” Emphasis includes, but is not limited to; earth burial from out container to construction, grief psychology and technical issues before, during and after disposition, long term burial issues citing disinterment facts, and historical and recent events shaping trends of the American funeral followed by interment.</p>
<p>11:00 AM – 12:00 PM 1 Insurance CEU Facts About Reverse Mortgages 1 FDCEU Category 3 In addition to defining what a reverse mortgage is, this seminar explains its purpose, how it works, who is eligible to have one, the types available and how it compares to a home equity loan.</p>	
<p>12:00 PM – 1:00 PM Lunch</p>	<p>12:00 PM – 1:00 PM Lunch</p>
<p>1:00 PM – 3:00 PM 2 Insurance CEUs The Four Stages of Retirement 2 FD CEUs Category 3 With new technology, advances in health care and new attitudes, retirement can be thirty or more years. Retirement is no longer singular – four distinct stages characterize the new retirement. This presentation defines the four stages, addresses the difference between monetary and non-monetary planning and the importance of doing both.</p>	<p>1:00 PM – 4:00 PM 3 FD CEUs – Category 3 FD 1221 Cremation: Options & Alternatives Before & After Disposition Branding your organization as a specialist in the field of arranging, marketing and merchandising cremation services and products is essential in today’s diverse and changing consumer-oriented funeral environment. This course not only demonstrates basic survival skills, but the means of separating your identity from the ‘herd’ in a competitive marketplace.</p>
<p>3:00 PM – 5:00 PM 2 Insurance CEUs Planning Health Care Decisions 2 FD CEUs Category 1 In the aftermath of the Terri Schiavo situation in Florida, people are more aware of the need for health care planning. Communication with families both at pre-need and at-need situations is essential in the effectiveness of grief psychology. This seminar emphasizes the importance of this communication and planning as much in advance as possible with families.</p>	<p>4:00 PM – 5:00 PM 1 FD CEU – Category 3 FD 971 Issues Affecting Veterans The veteran funeral continues to be a key pillar upon which American funeral service has been built. Rites, protocol and benefits from current US military combat casualties to veteran deaths seem to evolve almost daily. This course is designed to give a brief overview with the most recent updates with a focus on the family.</p>

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To register please fax or mail registration form to:



Funeral Service & Cremation Alliance of Wisconsin
16 North Carroll Street, Suite 900
Madison, WI 53703
608-251-8044
1-608-251-8192 Fax



Registration Fees

	FSCA Member	Non-Member
Funeral Director Classes Only	\$75.00	\$100.00
Insurance Credits Fee <i>Insurance credits are available to anyone with an insurance license representing your firm</i>	\$50.00	\$75.00
Funeral Director & Insurance Credits	\$125.00	\$150.00

Walk In Registration Available for All Credits



Name(s) _____

Funeral Home _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ email _____

	FSCA Member	Non-Member
_____ Will be attending Insurance Credit Classes Only	\$50.00	\$75.00
_____ Will be attending Funeral Director Credit Classes Only	\$75.00	\$100.00
_____ Will be attending both Insurance & Funeral Director	\$125.00	\$150.00

Amount Due \$ _____

Please mail check and registration form to:
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