

The Washington Cemetery & Funeral Association presents:
16th Annual College of Cemetery & Funeral Studies
"Sweet Sixteen"

Lynnwood Embassy Suites Hotel—Friday, March 27, 2009—Registration 7:30—program starts at 8:30

This **BEST IN THE BUSINESS** conference is **ESSENTIAL** for any member of the death-care profession from operations to management, funeral director and cemeterian.

All break-out sessions in three tracks:

OPERATIONS ■ MANAGEMENT ■ FUNERAL

FD's: get your CEU's!

Registrations must be received by **March 15**.

If you register but do not pay at the time you register, you will be invoiced. No refunds will be given after March 15.

Cost is **\$89/person** (discounted to **\$84** for each additional person from your location).

Includes pastries/coffee at registration, coffee breaks, lunch, snacks and soft drinks in the afternoon.

Also this year: **3rd Annual Spring Golf Tournament** at **11:30 a.m.** at the **Harbour Pointe Golf Course**
11817 Harbour Pointe Blvd, Mukilteo on THURSDAY MARCH 26.

Cost includes greens fees and cart, does **NOT** include lunch. **PLEASE NOTE** on this form if there's anyone you want to golf with, and give us your average score to be placed in a foursome.

Register by March 15!

Send registration to:

WCFA

13000 Admiralty Way J103

Everett, WA 98204

FAX 888-522-7637

SIGN UP HERE

Name	
Name	
Name	
Company	
Address	
Phone/Fax	

REGISTRATION FEES

<input type="checkbox"/> WCFA member	\$ 89	\$
<input type="checkbox"/> or Non-Member	\$ 159	\$
<input type="checkbox"/> additional registrations	\$ 84	\$
GOLF TOURNAMENT MARCH 26		
<input type="checkbox"/> Includes greens fees and cart	\$ 79	
TOTAL FEES		\$

REMIT PAYMENT TO: WCFA, 13000 Admiralty Way J103, Everett, WA 98204

If you need a hotel room for Thursday night call 1-800-362-2779 (800-EMBASSY). WCFA Group rate is \$139.
 Room block is limited so don't delay—call today!

***THE FINE PRINT REGARDING REGISTRATION FOR MEMBERS AND CONTINUING EDUCATION FOR FUNERAL DIRECTORS:**

For you to register at the Member Rate of \$85 your employer must be a member in good standing of the WCFA. If you work for a funeral home that is part of a combination cemetery/funeral home firm or is a stand-alone funeral home member (check with your general manager or call the WCFA office) funeral directors can register and receive CEU's at the \$85 member-registration rate. If your firm does not meet these qualifications you must pay the non-member price of \$159 to receive continuing education credits. To receive continuing education credits be sure to sign up for them at the conference.

Cemetery, Supplier, Municipal and Associate members register at the member price but do not receive continuing education credits.

The Program At A Glance

TWO General sessions: one to start off the day, and one to wrap it up!

- Jerry Oncken, the “Venus and Mars” Guy: “Please Pass the Salt”
- Dennis Boser, Jr.: “Have You Been to a Funeral Lately? A Family’s-Eye View of the Funeral Process”

OPERATIONS TRACK INCLUDES...

- DENNIS BOSER, Jr.: “When to Bring in the Pros”
- TIM MAGNEY (Wilber/Ellis): “Fertilizer & Turf Weeds: Going Green”
- SUSAN TRAUB: “Low-Impact High-Payback Urn Gardens”

MANAGEMENT TRACK INCLUDES...

- PANEL of Cemeterians and Funeral Directors: “Turning Economic Lemons Into Lemonade” (CHRIS ROSE moderates)
- GREG SIMARD with: Improving Customer Care for Continued Success: 7 1/2 Principles
- PANEL of Supplier members: “Economic Woes...or Opportunities? The Decision is Yours” (CHRIS ROSE moderates)

FUNERAL TRACK INCLUDES...

- MARK GILMORE: “Ethnic Funerals”
- PAUL ELVIG: “Witnessed Cremations”
- BRIAN YOUNG (FuneralNet): “Websites: What Does and Does Not Work”

Schedule Details

March 27
2009
Embassy
Suites
Hotel
Lynnwood

- 7:30: Registration starts. Pastries and coffee available.
- 8:30: Orientation
- 8:45: GENERAL session
- 9:45 and 10:45: Break-Out Sessions
- 11:45: Lunch
- 1:15: Break-Out Session
- 2:15: GENERAL session

Registrations
due by
March 15
mail or fax
(see front for
address/phone)

Register by March 15!



Lynnwood Embassy Suites Hotel
20610—44th Ave. W. Lynnwood 98036

I-5 Northbound:
Exit 181A
Turn right at first light (44th)
Take first right at Quadrant I-5 sign.

I-5 Southbound:
Exit 181.
Turn right on 196th.
Turn left on 44th Ave. W. & go under I-5.
Take first right at Quadrant I-5 sign.

405 Northbound
Exit to I-5 South and follow directions above.

Come to our “Sweet Sixteen” for the keys to a new vehicle to put you on the road to success!

