

Offering suppliers maximum exposure to a highly targeted and influential audience

When you join the ICCFA, you become a co-member with more than **7,400** cemeteries, crematories, funeral homes and related businesses throughout the world who will recognize you as a colleague in our profession's premier trade association. You'll distinguish your company as one that is committed to the success and achievement of this industry. In addition, you'll receive a wealth of benefits:

Free listings in the ICCFA Buyer's Guide & Membership Directory

This annual directory is the most comprehensive cross-referenced guide in the profession. As a member, your company will appear for free in both the alphabetical member listing and in up to four product/service category listings. ICCFA members use this valuable reference tool an average of twice a week! In addition, you'll receive a free copy of the directory—a treasure trove of contact names and numbers for thousands of potential customers.

Lead referrals from ICCFA

When industry professionals contact ICCFA for advice on products and services to use for their business(es), we refer ICCFA supplier members. You could be missing out on business leads!

Free "exhibit space" in the ICCFA Internet Expo The online Expo at www.iccfa.com allows visitors to search for products and services by category. Your company contact information and logo will appear for free in up to four categories, and include your e-mail and Web site links. Members may also include a description of their company's products/services—up to

60 words at no charge! Longer descriptions and photos can be posted for a small fee.

Access to ICCFA events at discounted registration and exhibit fees

If you want direct access to cemetery, cremation and funeral home decision makers, you can't beat ICCFA conferences. What better way to share your expertise with potential clients than face-to-face? The ICCFA Annual Convention & Exposition offers unparalleled opportunities for exhibiting and product and equipment demos. As an ICCFA member, you'll receive a discounted price on exhibit space. In addition, all of our conferences offer social activities designed to help you make informal connections with fellow attendees.

A free subscription to the award-winning ICCFA Magazine

Published 10 times a year, *ICCFA Magazine* is the industry's premier trade publication and the only official publication of the ICCFA. It is known for offering the most useful and practical information available to the industry. Many of the articles are written by cemeterians, cremationists and funeral directors, so reading the magazine can help you learn what your customers are thinking and doing to improve their businesses.

Access to our Web site and forums ICCFA's Web site at www.iccfa.com offers a section dedicated to extensive information sharing. The ICCFA Café includes forums and blogs where visitors can post questions and answers to management, sales and operational challenges. In addition, members have access to ICCFA's extensive

reading and screening room archives dating back to 1887 and the ICCFA Wiki, where you can help create a common knowledge base for our industry.

A free subscription to the ICCFA Wireless e-newsletter

This bi-weekly e-mail newsletter will keep you up-to-date on the latest legislative and legal news affecting your customers as well as information on ICCFA activities.

Discounted credit card processing

Working with Applied Merchant Systems, the ICCFA offers members the lowest rate in the profession for processing consumer credit cards. The savings you receive from this program alone could more than pay for the cost of your membership!

Free legal consultations

Through an unprecedented benefit program, members of the ICCFA can access free telephone legal consultations with attorneys specializing in labor relations, human resource management and employment law and in cemetery and funeral service tax law. Attorney Michael Pepperman is available to address questions on human resources topics, while tax attorney Leslie Schneider, CPA, will assist ICCFA members with tax-related questions.

Discounts on ICCFA products

As a supplier or professional member, you'll receive significant member discounts on materials in the ICCFA catalog, many of which make ideal resources for suppliers.

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Hear What Supplier Members Are Saying...

It is a privilege and honor to be a supplier member. Our credibility has been enhanced and has helped grow our business. ICCFA programs encourage professionals who are serious about helping families to attend meetings. This creates an environment for suppliers to benefit greatly as exhibitors.



*Rick Wesner
E.C. Wesner Associates, Inc.
Land O'Lakes, Florida*

Membership in ICCFA provides our company the opportunity to reach a broad industry audience, and it allows us to partner with a forward-thinking organization to help create new solutions for our business partners.



*Nicole Wiedeman
Forethought Financial Services
Batesville, Indiana*

Additional Opportunities

Along with the exposure you'll receive through membership, the ICCFA offers numerous additional opportunities to reach potential buyers:

Advertising in ICCFA Magazine Your ad will reach ICCFA members as well as prospective cemetery and funeral home members—7,300+ of the largest, most progressive companies in the industry.

Advertising in the ICCFA Membership Directory & Buyer's Guide Complement your free listings and increase your exposure in this valuable directory with a display ad. Your listings will reference your ad, putting you a step ahead of the competition!

Exhibiting at the ICCFA Annual Convention and Exposition

Sponsoring ICCFA Conference Activities

Advertise in our bi-weekly e-newsletter, *Wireless*



Membership Application

Company Name _____
Address _____
City _____ State /Province _____
Zip/Postal Code _____ Country _____
Telephone _____ Fax _____
E-mail _____
Web site _____
Name and Title of Representative _____

Provisions in the International Cemetery, Cremation and Funeral Association Bylaws as they pertain to Supplier/Professional Membership

Article III: Membership—Section 2.c. Other Members.

The Following membership classes shall have no vote or be eligible to hold office in this association:

- (2) Supplier member: Any individual, firm, or corporation supplying any materials or services used by regular members may become a supplier member to this association
- (3) Professional member: Any individual, firm, or corporation offering or providing professional services, such as accounting, architectural, legal and others to regular members may become a professional member of this association.

Membership Dues: \$245.00 per year

TO THE BOARD OF DIRECTORS: *I/We enclose \$245.00 in acceptance of the Supplier/Professional Membership offer from the International Cemetery, Cremation and Funeral Association. I/We understand this will entitle me/us to all benefits of the Supplier/Professional Membership for a period of one year from the date of application. I/We agree to abide by all ICCFA Bylaws as they are now or may be hereafter amended, as well as its Obligations of Membership. I/We understand that each membership includes a \$39.95 subscription to ICCFA Magazine.*

Signature and Title of Applicant

Payment Method: Check (made payable to ICCFA)
 Credit Card (circle one): MasterCard Visa Discover AmEx

Card # _____ Expiration Date _____ / _____

Name on card _____

Security ID (3-digit # on back of card or 4-digit # on front of AmEx card) _____

Card's billing address/Zip Code _____

Dues payments to the ICCFA are not deductible as charitable contributions for federal tax purposes, but they may be deductible as a business expense.

OBLIGATIONS OF MEMBERSHIP

Members of the ICCFA recognize that we have special obligations to the families and public we serve. As "Guardians of a Nation's Heritage," we pledge:

- To care for the remains of those entrusted to us with dignity, respect and professional skill, whether at a funeral home, crematory or cemetery.
- To honor the wishes of the deceased and their family and to serve all families with respect, understanding and confidentiality.
- To administer and safeguard all advance planning and permanent maintenance funds for their lawful and intended purpose.
- To protect and preserve all interment sites and relevant historical data entrusted to us.
- To be guided by the spirit and letter of all applicable laws and regulations set by governing bodies with jurisdiction over our activities in the ownership, management and operation of a funeral home, crematory, cemetery or related endeavor.

PLEASE COMPLETE AND RETURN THIS FORM WITH PAYMENT TO:

ICCFA, ATTN: MEMBERSHIP, 107 CARPENTER DR., SUITE 100, STERLING, VA 20164 • FAX: 703.391.8416