



Tentative Agenda
Illinois Cemetery and Funeral Home Association 90th Semi-Annual Spring Convention
 Holiday Inn & Suites, 3202 East Empire Street, Bloomington, Illinois 61704 309-662-4700

March 21st		March 22nd	
Time		Time	
8:00 a.m. - 10:45 a.m.	Supplier Set-Up - Bring Raffle Donations	8:00 a.m.	Registration Begins
9:30 a.m. - 10:00 a.m.	Board of Directors Meeting	8:15 a.m.	<i>Continental Breakfast - Sponsored by Access Financial Group</i>
10:00 a.m.	Membership Meeting	8:50 a.m.	Opening Remarks
10:30 a.m.	Continuation of Board Meeting	9:00 a.m.	"Maintenance of Community Mausoleums" Jim Mork - Mork Mausoleum Construction Course Objective: To show the damage that can be caused by the lack of maintenance
11:20 a.m.	Registration Begins	9:50 a.m.	<i>Mid-Morning Soda Break - Sponsored by Mork Mausoleum Construction, Inc.</i>
12:20pm	Opening Remarks - Introduction of Suppliers	10:05 a.m.	"Minding Your Sales ... How Shifting Your Mindset Creates More" Denise Hansard - Coaching2Dream Course Objective: Clear the process for transforming your sales process
1:00 p.m.	"Memories in Bronze" Mike Baklarz, Matthews International Course Objective: Merchandising training		
1:50 p.m.	<i>Afternoon Treats - Sponsored by TBA</i>	10:55 a.m.	<i>Message Break - Sponsored by TBA</i>
2:05 p.m.	"The Importance of Education in the Future of Deathcare" Ross Darby, Trigard Memorials Course Objective: Show the importance of continuing education and provide a source to receive hours	11:10 a.m.	"Anti-Sexual Harassment Guidelines for Cemeteries & Funeral Homes" Steve Morrill, ICFHA General Counsel and Lobbyist Course Objective: Educate participants about anti-sexual harassment issues
2:55 p.m.	<i>Soda & Message Break - Sponsored by TBA</i>	12:00 p.m.	Cash Prizes, Conference Concludes - Supplier Breakdown
3:10 p.m.	"I Want That" Garrett Wilson, Coldspring Course Objective: Planning your cemetery for a Private Estate		
4:00 p.m.	Session Ends		
5:30 p.m.	<i>Cocktails - Sponsored by Coldspring</i>		
6:30 p.m.	Dinner		
7:30 p.m.	<i>Cocktails - Sponsored by TBA</i>		
8:30 p.m. - 11:00 p.m.	Cash Bar		