

**THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE  
124 HALSEY STREET, NEWARK NJ, 07101  
HUDSON ROOM, 6TH FLOOR  
9:30 A.M., TUESDAY, JANUARY 8, 2013  
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>**

**OPEN SESSION MEETING AGENDA**

**1) OPEN STATEMENT**

**2) ROLL CALL**

John Radzieta Sr., President  
James J. Marrocco, Secretary  
Charles F. Bechtold  
Thomas E. Day  
Thomas M. Keiser, Jr.  
Marius R. Lombardi (Government Member)  
Curtis S. Macysyn (Public Member)  
Bayode Olabisi (Public Member)  
Anthony J. Papavero Jr.  
Lloyd Wimberg  
Ana Zevallos

**3) APPROVAL OF MINUTES**

**4) EXECUTIVE DIRECTOR'S REPORT**

A) Total number of complaints received in December : **6** Total for 2012: **68**

B) Next regular Board meeting: Tuesday, February 5, 2013 Hudson Room, 6<sup>th</sup> floor.

C) Jurisprudence Examination is scheduled for February 15, 2013.

D) 10:00 arrival of Dr. Janet Gerard to answer any questions regarding the implementation of an accelerated Applied Science Degree program at the Eastwick College.

5) **INTERN REGISTRATIONS**

- A) Lacy Conklin, Manchester Memorial Funeral Home
- B) Toni Ford, Kain-Murphy Funeral Services
- C) Christopher Ingersoll, Ingersoll-Greenwood Funeral Home Inc.
- D) John Napoli, Popiolek Funeral Home
- E) Dana Pilipiak, Van Emburgh-Sneider-Pernice Funeral Home
- F) Kaitlyn Schaeffer, Clayton & McGirr Funeral Home
- G) Aigne Wilson, Madonna Multinational Home For Funerals
- H) Nikola Zaturouski, Frank A Patti Kenneth Mikatarian Funeral Directors

6) **NEW LICENSEES**

- |                         |                         |
|-------------------------|-------------------------|
| A) Kristen A. Affrime   | Licensed by Application |
| B) Murry Conway Jr.     | Licensed by Application |
| C) Crystal J. Fields    | Licensed by Application |
| D) Erin Gigoux          | Licensed by Credentials |
| E) Rosa Hernandez       | Licensed by Application |
| F) Krista Paradowski    | Licensed by Application |
| G) Joseph Wood          | Licensed by Application |
| H) Christopher R. Young | Licensed by Application |

*Licensed by Application for 2012:***39**

*Licensed by Credentials for 2012:***7**

7) **NEW INSTALLATIONS**

8) **CONTINUING EDUCATION**

*(Approved courses are found on the state website [www.njconsumeraffairs.gov/mort](http://www.njconsumeraffairs.gov/mort) under the licensee tab)*

**A) National Funeral Directors Association: Kathleen Walczak**

- 1) Don't Settle For Satisfied! Build Customer Loyalty (1/24/13)
  - 2) Cremation Impossible "Revealing Secrets In Arrangements" (2/6/13)
- 1hr**

**1hr**

**B) National Funeral Directors Association: Kathleen Walczak**

- 1) Talking With Families About Natural Burial.....(2/21/13) **1hr**

**C) FuneralCE: Ida Mahorsky**

- 1) Insuring Funeral Homes (On-going) **6hrs**

**D) National Funeral Directors Association: Kathleen Walczak**

- 1) New Insight Into Ways Consumer Really Think (2/7/13) **1hr**

**E) Edith Churchman: Edith Churchman**

- 1) Preneed Case Studies (TDB) **1hr**  
2) Preneed (TBD) **1hr**  
3) Funeral Ethics (11/2/12) **1hr**

**F) Regulatory Support Services, Inc.: Twila Dickerson**

- 1) Annual OSHA Training: Back To The Basics (various) **3hrs**

**G) National Funeral Directors Association: Kathleen Walczak**

- 1) Crack The Code: How To Analyze The CANA..... (2/6/13) **1hr**  
2) Cremation Impossible "Revealing Secrets In Arrangements" (2/6/13) **1hr**  
3) Marketing Cremation Profitably-Part 1 (2/6/13) **1hr**  
4) Marketing Cremation Profitably-Part 2 (2/6/13) **1hr**  
5) Finding Success In A High Cremation Market (2/6/13) **1hr**  
6) Roundtables With a Twist (2/6/13) **1.5hrs**  
7) What Do I Do When Someone I Love Dies (2/7/13)

**1hr**

1hr

8) Not In My Backyard: Strategies For Dealing.....(2/7/13)

2hrs

9) Leadership: Cremation Isn't For Cowards (2/7/13)

2hrs

### Open Session Agenda

January 8, 2013

Page 4

### H) National Funeral Directors Association: Kathleen Walczak

	1) 30 Days To Social Media Success: Making The Most.....(home study)	8hrs
	2) Building Customer Loyalty From The Inside Out (home study)	8hrs
	3) Capitalizing On Kindness: Why 21 <sup>st</sup> Century.....(home study)	8hrs
	4) Companionship You! A Soulful Guide To Caring.....(home study)	6hrs
	5) Creating Meaningful Funeral Experiences (home study)	
6hrs		
	6) Customer Service In an Instant: 60 Ways To Win.....(home study)	
8hrs		
	7) Ethics In Funeral Service (home study)	6hrs
	8) Funeral Home Customer Service A-Z (home study)	
8hrs		
	9) Funeral Service Psychology And Counseling (home study)	
6hrs		
	10) Great Answers To Difficult Questions About Death:.....(home study)	6hrs
	11) Grievors Ask: Answers To Questions About Death.....(home study)	8hrs
	12) On Grief And Grieving( home study)	8hrs
	13) Only Angels Can Wing It: How To Write A Eulogy....(home study)	
6hrs		
	14) Traversing The Minefield, Best Practice: Reducing Risk(home study)	
10hrs	15) 30 + Innovative Price List Offerings (home study)	
2hrs		
	16) Advanced Cremation Arranging (home study)	4hrs
	17) Annual All-Star FTC Funeral Rule Training (home study)	4hrs
	18) Formaldehyde: Health Effects, Precautions..... (home study)	
2hrs		
	19) GPL Funeral Packages-Doing Them Right (home study)	
2hrs		
	20) Preneed Ethics In Demanding Times (home study)	4hrs
	21) With The Push To Create: 5 Reason To Encourage...(home study)	2hrs
	22) Embalming Difficult Cases: Donor Cases (home study)	10hrs
	23) Embalming Risk Management (home study)	2hrs
	24) FTC Compliance: Handling The General Price List (home study)	
4hrs		
	25) Handling Claims, Litigation, and Regulatory.....(home study)	2hrs
	26) How To Talk To Families About Green Funeral..... (home study)	2hrs
	27) Out of The Ordinary Customer Service: Pursuit of.....(home study)	2hrs
	28) Safeguarding Your Funeral Home From Cremation.....(home study)	
2hrs		
	29) Shoestring Marketing (home study)	2hrs
	30) Restorative Arts: An Artist Perspective (home study)	4hrs

- 31) The 4 Ps of Cremation: Policies, Procedures.....(home study) **2hrs**  
32) The Art of Facial Reconstruction (home study)  
**4hrs**

**Open Session Agenda  
January 8, 2013  
Page 5**

**9) CORRESPONDENCE**

A) NJ Cemetery Board Public Session Agenda for December 13, 2012. **FYI.**

B) James Geraci informed the Board of the recent loss of his Mother Faustina Rone Geraci and his decision to serve as the Manager of the Rone Funeral Services. **FYI.**

C) James DeMaio of Bridgewater Funeral Home, provided a list of the funeral homes that used his facility during Hurricane Sandy. **FYI.**

**10) ITEMS FOR DISCUSSION**

A) Dr. Janet Gerard and her colleagues from Eastwick College, will be discussing their revised curriculum and answering any questions regarding the implementation of an accelerated Applied Science Degree program.

11) **EXECUTIVE SESSION** - Discuss consumer complaints and/or conduct investigative inquiries. The results of these deliberations will be made known if the Board determines disciplinary or other law enforcement action is necessary. If the Board determines to issue uniform penalty letters, that action will be taken in public session immediately after the executive session.

12) **ADJOURNMENT**