

**THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE**  
**124 HALSEY STREET, NEWARK NJ, 07101**  
**HUDSON ROOM , 6TH FLOOR**  
**9:30 A.M., TUESDAY, February 7, 2006**  
**<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>**

**OPEN SESSION MEETING AGENDA**

**1) OPEN STATEMENT**

**2) ROLL CALL**

Marius R. Lombardi President (Government Member)  
Richard J. Galante, Secretary  
Thomas C. Brown  
Edith C. Churchman, Ph.D., CFSP  
Martin Goldstein, Esq.  
Bernard Horwitz, Esq., (Public Member)  
Fanny Jaramillo (Public Member)  
Curtis S. Macysyn (Public Member)  
William C. McCriskin  
Philip Scheps (Public Member)  
Louis J. Stellato Jr, Ph.D  
Anthony P. Vainieri Jr.  
Frederick R. Whiteley III

**3) APPROVAL OF MINUTES**

- A) NJ State Board of Mortuary Science Open Session Minutes for December 6, 2005.
- B) NJ State Board of Mortuary Science Open Session Minutes for January 10, 2006.

**4) EXECUTIVE DIRECTOR'S REPORT**

- A) Total number of complaints received in 2005: 167  
Number of complaints received in January 12 total for the year 12.
- B) Next regular Board meeting: Tuesday, March 7, 2006 Hudson Room, 6th floor.

**5) INTERN REGISTRATIONS**

Lamar R. Bagwell, Bagwell Funeral Home, Penns Grove  
Mary A. Anderson, Flynn & Son Funeral Home, Fords  
Carole A. Lazzaro, Marrocco Memorial Chapel, Clifton  
Monika H. Skidmore, Bergen Funeral Service, Hasbrouck Heights  
Andrew H. Gutterman, Gutterman Bros., Funeral Directors, Bayonne

**6) NEW LICENSEES**

Raymond E. Hatton  
Daniel N. Smith, Jr.  
Nicole Fantasia

**7) NEW INSTALLATIONS**

Noto-Wynkoop Funeral Home, Phillipsburg, Timothy E. Wynkoop, Manager

## **8) CONTINUING EDUCATION**

A) National Funeral Directors Association: Sandra Jeske

1) Professional Women's Conference Program 10Hrs

B) National Funeral Directors Association: Sandra Jeske

1) Certified Preplanning Consultant Program (Feb. 16 - 18, 2006) 16Hrs

2) Certified Preplanning Consultant Program (Mar. 8 - 10, 2006) 16Hrs

3) Certified Preplanning Consultant Program (Aug. 9 - 11, 2006) 16Hrs

4) Certified Preplanning Consultant Program (Sept. 6 - 8, 2006) 16Hrs

5) Certified Preplanning Consultant Program (Oct. 25 - 27, 2006) 16Hrs

6) Certified Preplanning Consultant Program (Oct. 14 - 15, 2006) 8Hrs

7) Certified Preplanning Consultant Program (Nov. 1 - 3, 2006) 16Hrs

8) Certified Preplanning Consultant Program (Nov. 8 - 10, 2006) 16Hrs

9) Certified Preplanning Consultant Program (self-study) 15Hrs

C) National Funeral Directors Morticians Association: David W. Akins

1) Cremation and the Funeral Director 2Hrs

2) Identification, Inspection & Documentation - Areas of Concern for Fun 2Hrs

3) Presidential Roundtable 2Hrs

4) How to Get Customers to Pay You 1Hr

5) Embalming Technique for Today's Practitioner 2Hrs

D) First Financial Group: Mark L. Maggi

1) BusinessKillers™ Educational Workshop 1.5Hrs

E) International Cemetery and Funeral Association: Karen Gray

1) Partners in Sharing the Sacred Story 1Hr

2) Shake Off Your Fear Snakes: How to Create Assets from Adversity and Seize Your Opportunities 1Hr

3) Cemetery Operations: Maintenance Matters and More, Parts I & II 1Hr each

4) Organ & Tissue Donation: Overview & Embalming Preparations, Parts I & II 1Hr each

5) Innovative Marketing Strategies 1Hr

- 6) Legal and Legislative Update 1Hr
  - 7) Cremation Memorialization: How to Stay Ahead of the Curve 1Hr
  - 8) Prospecting and Referrals 1Hr
  - 9) Thinking Forward 1Hr
  - 10) Breaking the da Vinci Code 1.5Hrs
  - 11) Getting Free Publicity 1Hr
  - 12) The Seven 'F-Words' of Funeral Service 1Hr
  - 13) Cemetery Rules and Regulations: To Regulate Or Not to Regulate? That is the Question 1Hr
  - 14) Revolutionize Your Business Through Lean Marketing, Parts I & II 1Hr each
  - 15) Building Heritage: Becoming a Consumer Resource 1Hr
  - 16) Small Funeral Firms: Going High Tech 1Hr
  - 17) Turfgrass Management and Weeds/What's Bugging You, Parts I & II 1Hr each
  - 18) Cemetery Design and Landscape Architecture 1Hr
  - 19) Best Practices from Start to Finish 1Hr
  - 20) Showing Your Cemetery in a Different Light 1Hr
  - 21) The New Era of Preneed Sales and Marketing 1Hr
  - 22) Community Outreach Ministry 1Hr
  - 23) The Death Care Looking Glass 1Hr each
  - 24) Cemetery Operations Best Practices 1Hr
  - 25) When You Buy, Sell or Build a Funeral Home 1Hr
  - 26) Ordinary to Extraordinary: Planning (and Marketing) the Big Event 1Hr
  - 27) Third Annual State Association Roundtable Luncheon 1.5Hrs
  - 28) Human Capital: Human Cattle (Your People Aren't Resources, They Are Volunteers 1Hr
  - 29) Pets Funerals and Memorialization 1Hr each
  - 30) Innovations in the Preneed and At-Need Presentation Process 1Hr each
  - 31) Exhibit Hall Viewing 1Hr
  - 32) Networking Reception 1Hr
- F) Bergen County Funeral Directors Association: Ginny Sanzo
- 1) Presentation by Gilda's Club Northern New Jersey 1Hr

G) Apex Continuing Education Solutions: Remo Portelli

- 1) Funeral Service Ethics 2Hrs
- 2) Working with Difficult People 3Hrs
- 3) FTC Funeral Rule 4Hrs
- 4) OSHA Essentials 4Hrs

H) Tri-County FDA: Ruthann Brown Disotell

- 1) Emergency Preparedness: Mass Fatality Incident- Awareness 4Hrs

**9) CORRESPONDENCE**

A) Schedule of Events for the National Funeral Directors and Morticians Association, Inc.'s Annual House of Representatives Meeting in Reno, NV to be held April 8 - 12, 2006. FYI

**10) OPEN DISCIPLINARY MATTERS**

A) #03-158 Brenna-Cellini Funeral Home, uniform penalty letter for violation of N.J.A.C. 13:36-5.12( c) \$250.00 paid January 19, 2006. FYI

B) #05-126 Vanessa Parker, 23JP00403000, uniform penalty letter for violation of N.J.A.C. 13:36-10.1 et seq. \$1500.00 paid November 10, 2005 and is requesting a hearing on the matter.

C) #05-160 Carl Miller Funeral Home, Lawnside, uniform penalty letter for violation of N.J.S.A. 45:7-61( c), N.J.A.C. 13:36-5.1(a), 13:36-5.6(a)(6), 13:36-1.9(a)(2), and 13:36-5.1(b) \$250.00 paid January 23, 2006. FYI

D) 05-162 Parker Funeral Home, Jersey City, uniform penalty letter for violation of N.J.A.C. 13:36-1.9(a)(1), 13:36-1.9(a)(2), 13:36-5.1(b) \$450.00 paid January 19, 2006. FYI

E) #05-163 Watson Mortuary Service, Jersey City, uniform penalty letter for violation of N.J.A.C.13:36-9.6(b)(2), \$200.00 paid January 19, 2006. FYI

F) #06-03 Johnesee Nutley Home for Funerals, Nutley, uniform penalty letter for violation of N.J.A.C. 13:36-5.21(b), 13:36-1.9(a), and 13:36-1.9(6)(b) submitted written statement for Board's review.

G) #06-06 SW Brown & Son Funeral Home, Nutley, uniform penalty letter for violation of N.J.A.C. 13:36-5.21(b), 13:36-1.9(a) and 13:36-1.9(6)(b) submitted written statement for Board's review.

H) #04-83 Watson Mortuary Service, Jersey City, consent for violation of N.J.S.A. 45:1-21(e) and 45:1-22 signed and filed January 25, 2006.

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

**12) ADJOURNMENT**