

THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE
124 HALSEY STREET, NEWARK NJ, 07101
HUDSON ROOM, 6TH FLOOR
9:30 A.M., TUESDAY, APRIL 5, 2011
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>
OPEN SESSION MEETING AGENDA

1) OPEN STATEMENT

2) ROLL CALL

Richard J. Galante Jr., President
Thomas C. Brown, Secretary
Edith C. Churchman, Ph.D., CFSP
Marius R. Lombardi (Government Member)
Curtis S. Macysyn (Public Member)
Richard W. McCriskin
Bayode Olabisi (Public Member)
John Radzieta
Philip Scheps (Public Member)
Louis J. Stellato Jr, Ph.D
Lloyd Wimberg
Ana Zevallos

3) APPROVAL OF MINUTES

4) EXECUTIVE DIRECTOR'S REPORT

A) Total number of complaints received in March: 2 Total for 2011: 7

B) Next regular Board meeting: Tuesday, May 3, 2011 Hudson Room, 6th floor.

C) 13 candidates passed, 2 failed and 1 no show for the February 18, 2011 JP Exam.

D) Thanks to Thomas Brown, Edith Churchman and Louis Stellato, New Jersey licensee's now have access to review the 2011-2013 approved courses by visiting the state website address of www.njconsumeraffairs.gov/mort and clicking on the "licensee information" tab.

E) Regulation Analyst, Maryann Sheehan is scheduled to arrive at 10:00 a.m. to review the comments received and the drafted response in regards to the ritual preparation rule adoption of N.J.A.C.13:36-1.8,4.9, 5.17 and 5.18.

C) International Order of The Golden: Lisa Krabbenhoft

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|------------|---|------------|
| | 1) Going Green Practically and Profitably (4/28/11) | 1hr |
| | 2) Getting Started On Facebook (6/23/11) | |
| | 1hr | |
| | 3) Telephone Etiquette (8/25/11) | 1hr |
| | 4) Financial Foundations For Success (10/27/11) | |
| 1hr | | |
| | 5) Updating Your Prep Room (12/15/11) | 1hr |

D) National Funeral Directors Association: Kathleen Walczak

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|------------|---|-------------|
| | 1) Preventing The Most Frequently Cited Violation...(5/26/11) | 2hrs |
| | 2) Innovative Ideas To Boost Your Business (4/7/11) | |
| 1hr | | |

E) Selected Independent Funeral Homes: Amy Hunt

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| | 1) Leal Issues Affecting Funeral Service (4/19/11) | |
| 2hrs | | |

F) MKJ Marketing: Krystal Casey

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| | 1) Improving Communication With The Cremation....(3/23-24/11) | 12hrs |
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G) Advanced Funeral Service Education Programs: David Penepent

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| | 1) Military Death Benefits, Entitlements....(2/21/11) | |
| 2hrs | | |

1hr	2) Christianity & Cremation (2/21/11)	
1hr	3) Healing The Heart of The Funeral Director (2/21/11)	
	4) OSHA: Don't Put Your Business In Jeopardy (2/21/11)	1hr
1hr	5) Military Funeral Honors: Law & Procedures (2/21/11)	

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H) Batesville Casket Company Inc: Deb St. Pierre

2hrs	1) A Better Way to Assist: Today's Value Driven...(on-going)	
2hrs	2) The Zero Turn Lawnmower And Your Funeral...(on-going)	
	3) Research To Results (on-going)	2hrs
	4) Communicating With Families- Making More....(on-going)	
	3hrs	
	5) Seven Secrets Consumers Don't Share (on-going)	2hrs
	6) Acting On Cremation Challenges-ACT By..(on-going)	2hrs
	7) Plant Tour And Product Knowledge (on-going)	2hrs
3hrs	8) Creating Value For Families Through Meaningful..(on-going)	
	9) Getting to Know The Cremation Consumer....(on-going)	2hrs
	10) Using E-Business to Create A Meaningful...(on-going)	2hrs
	11) Exploring The WHY of Meaningful Funerals..(4/19/11)	3hrs
	12) Creating Strategic Planning Surrounding The..(on-going)	2hrs

I) Selected Independent Funeral Homes: Amy Hunt

	1) 2011 Spring Management Summit (5/11-13/11)	7.5hrs
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J) American Academy McAllister Institute of Funeral Service: Brian Kasler

	1) Marketing By Demographics (4/30/11)	1hr
	2) Pre-Need Finance 101 (4/30/11)	

1hr

- 3) Workers Compensation Basics (4/30/11) **1hr**
- 4) Funeral House, Home or Corp: What's The Difference?..(4/30/11) **1hr**
- 5) Building Your Brand Using Social Media... ((4/30/11) **2hrs**
- 6) Protecting And Valuing The Funeral Home (4/30/11) **1hr**
- 7) Qualified Plan Solutions For Funeral Homes...(4/30/11) **1hr**

K) MKJ Marketing: Krystal Casey

- 1) Communicating Effectively With Your....(3/21-22/11) **12hrs**

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L) Thanos Institute: Mary Rizzo

- 1) OSHA Compliance & FTC Rules (on-going) **10hrs**
- 2) Unexpected, Traumatic Death and the Funeral..(on-going) **10hrs**
- 3) Restorative Art & Cosmetology (on-going) **10hrs**
- 4) Bereavement and the Funeral Director (on-going) **10hrs**
- 5) Funeral Customs Past & Present (on-going) **10hrs**
- 6) Management Skills For Funeral Directors (on-going) **10hrs**
- 7) Forensic Pathology For Funeral Directors (on-going) **10hrs**
- 8) Ethics In Funeral Service (on-going) **10hrs**
- 9) Grief Counseling For The Funeral Directors (on-going) **10hrs**
- 10) Embalming (on-going) **10hrs**
- 11) A Student Dies, A School Mourns...Are You...(on-going) **10hrs**

M) FuneralCE: Lesli Leakey

(Additional course material provided to Ms. Churchman only)

- 1) Basic Funeral Customs for the 21st Century....(on-going) **2hrs**
- 2) Decision Making In The Funeral Industry (on-going) **2hrs**
- 3) Effective And Ethical Communications With Seniors (on-going) **6hrs**

	4) Ethics Of Making Funeral Arrangements (on-going)	3hrs
3hrs	5) Funeral Customs With Military Honors (on-going)	
	6) Funeral Rule (on-going)	2hrs
2hrs	7) Goal Setting In The Funeral Industry (on-going)	
	8) Green Funerals; What Every Funeral Director Should..(on-going)	5hrs
	9) History of Preserving Human Remains (on-going)	1hr
1hr	10) HIV/AIDS (on-going)	
	11) Personalization In The Funeral Industry (on-going)	4hrs
	12) Pre-Need Planning (on-going)	5hrs
	13) Stillborn Support (on-going)	1hr
2hrs	14) Targeting Your Primary Markets In The Funeral...(on-going)	
	15) The Funeral Director As An Event Planner (on-going)	5hrs
	16) Understanding The At-Need Consumer's Buying..(on-going)	2hrs
1hr	17) Working With Difficult People In The Funeral...(on-going)	

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N) Advanced Funeral Service Education Programs: David Penepent

	1) The Rise Of The Celebrant and the Decline....(2/22/11)	1hr
	2) Trauma And Healing: Dealing With Trauma...(2/22/11)	1hr
2hrs	3) Improving Your Leadership Handicap (2/22/11)	

O) Catholic Cemetery, Archdiocese of Newark: George Jeffery Lovas

(Course previously approved)

	1) Common Footing On Sacred Ground (3/10/11)	1hr
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P) FuneralCE: Lesli Leakey

(Additional course material provided to Ms. Churchman only)

	1) Public Speaking for Funeral Directors (on-going)	5hrs
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Q) Smith Wilbert Inc.: Antonio Genise

1) We Don't Want A Funeral We Want A Cremation (5/11/11)

2hrs

9) CORRESPONDENCE

A) NJ Cemetery Board Public Session Agenda for March 10, 2011. **FYI.**

B) Invitation from Robert Smith to be his guest at the Funeral Service Advisory Commission Meeting, which was held on March 31, 2011 @ 1:30 p.m. **FYI.**

C) John Gorny needs further clarification on operating a dual operation.

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10) OPEN DISCIPLINARY MATTERS

A) 07-01 The Consent Order for James Henry was filed with the Board on March 7, 2011. **FYI.**

B) 10-56 Plinton Curry Funeral Home, Westfield, Mgr., James R. Curry submitted a written statement for the Board's consideration for the violation of N.J.A.C.13:36-5.12, N.J.A.C.13:36-5.10 and N.J.A.C.13:36-5.1.

C) 10-50 Oliverie Funeral Home, Manchester, Mgr., Geraldine Oliverie submitted a written statement for the Board's consideration for the violation of N.J.A.C.13:36-1.9.

11) **ITEMS FOR DISCUSSION**

12) **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.

13) **ADJOURNMENT**