

**THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE  
124 HALSEY STREET, NEWARK NJ, 07101  
SUSSEX CONFERENCE ROOM, 6<sup>th</sup> FLOOR  
9:30 A.M., TUESDAY, JULY 12, 2016  
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>**

**OPEN SESSION - AGENDA**

**1) OPEN STATEMENT**

**2) ROLL CALL**

Charles F. Bechtold, President  
Thomas M. Keiser, Jr., Secretary  
Thomas E. Day  
Garrett C. Jones  
Curtis S. Macysyn (Public Member)  
James J. Marrocco  
Bayode Olabisi (Public Member)  
Anthony J. Papavero Jr.  
John Radzieta Sr.  
Lloyd Wimberg

**3) APPROVAL OF MINUTES**

A) June 7, 2016

**4) EXECUTIVE DIRECTOR'S REPORT**

A) Total number of complaints received in June: 7 Total for 2016: **46**

B) Next Board meeting: Tuesday, August 2, 2016, Hudson Room, 6<sup>th</sup> floor.

C) **17** Candidates registered for the July 15, 2016 Jurisprudence Examination.



**B) Ryan Linder**

- 1) Estate and Medicaid Planning for Funeral Directors (various) **1hr**

**C) SCI-New Jersey: Michael Sutton**

- 1) New Jersey Preneed (various) **2hrs**
- 2) Disclosures-Complying with the FTC and Mortuary Board (various) **1hr**
- 3) Ethical Decisions Making in the Funeral Home (various) **1hr**
- 4) Funeral Service Advertising (various) **1hr**

**D) Funeral Directors -Essex, Union & West Hudson Counties: E. Churchman**

- 1) New Jersey Funeral-Burial Program (5/26/16) **1hr**

**E) National Funeral Directors Association: Jackie Lindberg**

- 1) Third Party Crematory Due Diligence (9/22/16) **1hr**
- 2) How Green Burials Help Families Rediscover.....(8/25/16) **1hr**

**F) MKJ Marketing: Erica Heuer**

- 1) Receptions & Event Planing: The Advance Course (8/1 & 2/16) **6hrs**
- 2) Growing Your Online Influence to Reach Funeral...(8/3 & 4 /16) **6hrs**

**G) Selected Independent Funeral Homes: Amy Hunt**  
(Additional information provided to Bechtold)

1) 2016 Annual Meeting (9/14-17/16) **8.75hrs**

**H) Graystone Associates, Inc.: Megan Flores**  
(Additional information provided to Bechtold)

1) Graystone Greats (2/8-11/16) **2hrs**  
2) Townhall Forum/Winning Strategies (2/8-11/16) **2.5hrs**  
3) Cost of a Negative Survey (2/8-11/16) **1.5hrs**  
4) Leadership Focus (2/8-11/16) **1.5hrs**  
5) Financial Focus (2/8-11/16) **1hr**  
6) Seven Step Process (2/8-11/16) **1hr**  
7) Star Objectives (2/8-11/16) **.5hr**  
8) Integration Tools/Using Remote Reporting (2/8-11/16) **2hrs**  
9) New Attendee Catch Up Session (2/8-11/16) **2hrs**

**I) International Cemetery and Funeral Association: Daniel Osorio**  
(Additional information provided to Bechtold)

1) College of 21<sup>st</sup> Century Services (7/23-27/16) **25hrs**  
2) College of Sales & Marketing (7/23-27/16) **24.5hrs**  
3) College of Cremation Services (7/23-27/16) **25hrs**  
4) College of Land Management & Grounds.....(7/23-27/16) **24.5hrs**  
5) College of International Studies (7/23-27/16) **24.5hrs**  
6) College of Funeral Home Management (7/23-27/16) **24.5hrs**

**J) National Funeral Directors Association: Jackie Lindberg**

1) How to Comply with the New DOL Overtime.....(10/24/16) **1hr**

**K) National Funeral Directors Association: Jackie Lindberg**  
(Additional information provided to Bechtold)

1) Embalming & Reconstructive Surgery Techniques.....(10/23/16)	<b>4hrs</b>
2) Twiterrific: Making Twitter Work for You (10/23/16)	<b>1hr</b>
3) Managing Conflict in a Family Business (10/23/16)	<b>1hr</b>
4) Transformational Funeral Service:.... (10/23/16)	<b>1hr</b>
5) OSHA Overview 101 (10/23/16)	<b>1hr</b>
6) An Inconvenient Death: The Funeral....(10/23/16)	<b>1hr</b>
7) How Green Burials Help Families..... (10/23/16)	<b>1hr</b>
8) How to Establish Credibility as a Young.....(10/23/16)	<b>1hr</b>
9) Improving Outcomes for Families Following.....(10/23/16)	<b>2hrs</b>
10) Be the Best Crematory Operator in Your.....(10/23/16)	<b>2hrs</b>
11) One Size Doesn't Fit All (10/23/16)	<b>2hrs</b>
12) Are You Secure? (No, You're Not!).....(10/23/16)	<b>1hr</b>
13) Filling The Void: Why Funeral Directors.....(10/23/16)	<b>1hr</b>
14) All Stressed Out and Ready to Blow (10/23/16)	<b>1hr</b>
15) What I Wish My Funeral Director Knew:... (10/23/16)	<b>1hr</b>
16) Discovering What Consumers Want: The.....(10/23/16)	<b>1hr</b>
17) Defend Your Business: A Guide to.... (10/24/16)	<b>1hr</b>
18) The Continuum of Care: Is your Funeral....(10/24/16)	<b>1hr</b>
19) Reinventing Your Funeral Home: Five Keys to.....(10/24/16)	<b>2hrs</b>
20) Guaranteeing Profit in the World of Cremation (10/24/16)	<b>2hrs</b>
21) Embalming Tips You Never Learned in School (10/24/16)	<b>2hrs</b>
22) Opening Session: The Go-Giver Way: Influence,.....(10/24/16)	<b>1hr</b>
23) FTC Undercover Shopping: Are You Ready? (10/25/16)	<b>1hr</b>
24) Innovative Cosmetic And Restoration Techniques (10/25/16)	<b>1.5hrs</b>
25) Leadership From The Inside Out (10/25/16)	<b>1.5hrs</b>
26) The Science of Shopping: Make Your Product Sell....(10/25/16)	<b>2hrs</b>
27) Embalming and Body Preparation: Stop Dropping.... (10/25/16)	<b>2hrs</b>
28) Survey Says! Inside the Numbers (10/25/16)	<b>1hr</b>
29) Helping Families After Suicide Loss (10/25/16)	<b>1hr</b>
30) Are You in the 40 Percent? Planning For Succession (10/25/16)	<b>1hr</b>
31) Having it My Way - Serving Today's Consumer (10/25/16)	<b>1hr</b>
32) How Speaking Frankly to Families Saved My Business (10/25/16)	<b>1hr</b>
33) "Have the Talk" Can Bring Families to Your.....(10/25/16)	<b>1.5hrs</b>
34) Avoid Common Missteps and Resolve Consumer.....(10/25/16)	<b>1.5hrs</b>
35) The Grand Finale: Funeral Event Planning (10/26/16)	<b>1hr</b>

**Open Session Agenda**  
**July 12, 2016**  
**Sussex Conference Room, 6<sup>th</sup> Floor**  
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36) Connecting with the World's Most Powerful Consumer (10/26/16)	<b>1hr</b>
37) Our Past is Not a Prologue to Our Future (10/26/16)	<b>1hr</b>
38) Caring for Fluffy & Fido: How Pet Services.....(10/26/16)	<b>1hr</b>
39) Differentiating Your Business in the Experience.... (10/26/16)	<b>1hr</b>
40) Closing Session: You Are What You Need (10/26/16)	<b>1hr</b>
41) 2016 NFDA International Convention EXPO (10/24-26/16)	<b>1hr</b>

**9) CORRESPONDENCE**

A) Linda Van Arsdale, Trust Project Manager of Choices, informs the Board that they were authorized to prepare the notification letters to the purchasers of records, regarding the closing of Cremation Funerals of New Jersey Inc. **FYI.**

B) Linda Van Arsdale, Trust Project Manager of Choices, informs the Board that they were authorized to prepare the notification letters to the purchasers of records, regarding the closing of Lombardi Funeral Home. **FYI.**

C) Linda Van Arsdale, Trust Project Manager of Choices, informs the Board that they were authorized to prepare the notification letters to the purchasers of records, regarding the relocation of Bradley, Brough & Dangler Funeral Home. **FYI.**

D) Afzal Saeed is requesting permission to continue his internship beyond the three years, in order to pass the National Board Examination and complete the remaining intern requirements.

E) Assemblywoman Angela V. McKnight introduced on May 19, 2016, the revision of section 13, which require that a sign language interpreter be provided upon request at public meetings.

**10) OPEN DISCIPLINARY MATTERS**

A) 16-34 Raymond W. Accolla paid the penalty of \$250.00 for the violation of N.J.A.C. 13:45C-1.1 on May 24, 2016. **FYI.**

B) 16-35 Andrea Ippolito paid the penalty of \$2,000.00 for the violation of N.J.A.C.13:36-4.1 (a) (b) on June 6, 2016. **FYI.**

C) 16-36 Andrea Ippolito paid the penalty of \$2,200.00 for the violation of N.J.A.C.13:36-4.1 (a) (b) on June 6, 2016. **FYI.**

**11) ITEMS FOR DISCUSSION**

A) Alternative options for proctoring the 2018 Jurisprudence Examination.

**12) 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.

**13) ADJOURNMENT**