

THE NEW JERSEY STATE BOARD OF MORTUARY SCIENCE
124 HALSEY STREET, NEWARK NJ, 07101
HUDSON ROOM, 6th FLOOR
9:30 A.M., TUESDAY, JANUARY 5, 2016
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>

OPEN SESSION - AGENDA

1) OPEN STATEMENT

2) ROLL CALL

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

3) APPROVAL OF MINUTES

A) December 1, 2015

4) EXECUTIVE DIRECTOR'S REPORT

A) Total number of complaints received in December: **8** Total for 2015: **60**

B) Next Board meeting: Tuesday, February 2, 2016, Hudson Room, 6th floor.

C) The next Jurisprudence Examination is scheduled for February 19, 2016.

D) **54** Wall certificates will be issued to candidates who were licensed from October 22, 2014 to December 9, 2015.

5) INTERN REGISTRATIONS

- A) Jared Baskerville, Cheega Funeral Home
- B) Jeremy Golden, Michalski Funeral Home
- C) Christopher Hassan, Carl Miller Funeral Home
- D) Rebecca Kruger, Douglas R. Loikith Funeral Service
- E) Hiram Lopez, Par-Troy Funeral Home
- F) Amin Muhammad, Carl Miller Funeral Home
- G) Amanda Pontone, McCriskin-Gustafson Home for Funerals
- H) Arianna Rule, Bloomfield Cooper Jewish Chapel

Intern registration for 2015: 74

6) NEW LICENSEES

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| A) Tyrell Carillo Sr. | Licensed by Credentials |
| B) Matthew J. Freeman | Licensed by Application |
| C) Kaila M. Kugler | Licensed by Application |
| D) Jeffrey P. Lambert | Licensed by Application |
| E) Matthew V. Marini | Licensed by Application |
| F) Michael W. Murnane | Licensed by Credentials |
| G) Anthony J. Pagano | Licensed by Application |
| H) Opal Lise Thrush | Licensed by Application |

Licensed by Application for 2015: 34

Licensed by Credentials for 2015: 7

7) NEW INSTALLATIONS

- A) Michael Hegarty & John Vincent Scalia Home for Funerals & Cremation Service, Old Bridge, Mgr., Cecilia Scalia
- B) Garden Hill Funeral Directors Service, Inc., Irvington, Mgr., Betty R. Hill

C) All Faith Cremation Service, LLC, West New York, Mgr., Daniel Simone Jr.

D) Beaugard-Mc Knight Funeral Home, River Edge, Mgr., David Mc Knight

*New Installation for 2015:*47

8) CONTINUING EDUCATION

(Approved courses are found on the state website www.njconsumeraffairs.gov/mort under the licensee tab)

A) National Funeral Directors Association: Jackie Lindberg

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| 1) What to Say and What to Do: Critical Ways to.....(webinar) | 1hr |
| 2) At the Intersection of Profit & Service: The.....(webinar) | 1hr |
| 3) Embalming Risk Management (webinar) | 1hr |

B) Hospice Foundation of America: Kristen Nanjundaram

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| 1) Managing Conflict/Finding Meaning-Supporting.....(nationwide) | 2.5hrs |
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C) National Funeral Directors Association: Jackie Lindberg

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| 1) Leading the Conversation: How to Connect with.....(webinar) | 1hr |
| 2) NFDA Certified Crematory Operator Program (3/16/16) | 7hrs |
| 3) Marketing Cremation for Profitability (webinar) | 1hr |

D) National Funeral Directors Association: Jackie Lindberg
(Additional information provided to Chairman Bechtold)

1) 9 Powerful Practices of Really Great Bosses (open)	8hrs
2) 9 Powerful Practices of Really Great Mentors (open)	8hrs
3) Powerful Practices of Really Great Teams (open)	8hrs
4) A Cemetery Should Be Forever (open)	8hrs
5) The Customer Rules: 39 Essential Rules for..... (open)	8hrs
6) Educating The Families You Serve.....(open)	6hrs
7) Ethics in Funeral Service (open)	6hrs
8) Funeral Service Psychology and Counseling (open)	6hrs
9) The Good Funeral: Death, Grief and the.....(open)	8hrs
10) Reverence for the Dead (open)	6hrs
11) The Speed of Trust: The One Thing That Changes.....(open)	8hrs
12) 30 + Innovative Price List Offerings (open)	2hrs
13) 2015 Annual All-Staff Training With the FTC.....(open)	4hrs
14) Advanced Cremation Arranging (open)	4hrs
15) Bridging the Gap between the FH & Hospice.....(open)	2hrs
16) Bridging the Gap between the FH & Hospice.....(open)	4hrs
17) Beyond Price- Your Guide to Mastering.....(open)	2hrs
18) Breathing Life Into Funeral Home Marketing.....(open)	2hrs
19) Communication Skills For Connecting with.....(open)	2hrs
20) Creating Loyalty and Lifelong Memories..... (open)	4hrs
21) Cremation Liability Issues for Crematories.....(open)	2hrs
22) Effective Community Outreach on a Budget (open)	2hrs
23) Effective Social Media For Your Funeral Home....(open)	2hrs
24) Embalming Difficult Cases: Donor Cases (open)	10hrs
25) Embalming Risk Management (open)	2hrs
26) Focus on Preneed: Spend Downs, Contracts and....(open)	2hrs
27) FTC Compliance: Handling the General Price List (open)	4hrs
28) Funeral Directors are Poor Business People:.....(open)	2hrs
29) Hospice and Funeral Service: From One Set of.....(open)	2hrs
30) How Green Practices Benefit Your Business (open)	4hrs
31) Inbound Marketing: The Future of Funeral Home.....(open)	2hrs
32) It's Only a Matter of Time: Are You Ready for.....(open)	2hrs
33) Keys to Effectively Resolve Family Complaints.....(open)	2hrs
34) Making Cremation Profitable (open)	2hrs
35) Opening a Crematory: What You Need to Know.....(open)	2hrs
36) Parasite vs. Plunderer: Family Business Succession.....(open)	2hrs

37) The Removal: Professional Solutions For Challenging.....(open)	2hrs
38) Safeguarding Your Funeral Home from Cremation.....(open)	2hrs
39) Taking Your Funeral Home to the Next Stage of.....(open)	2hrs
40) Understanding the Veteran and the Grieving.....(open)	2.5hrs
41) What they Didn't Cover in Mortuary School.....(open)	2hrs

E) Lester Venella:

1) Arrangement Conference- Part 1 (various)	1hr
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F) National Funeral Directors Association: Jackie Lindberg
(Additional information provided to Chairman Bechtold)

1) Communicable Disease: Safeguarding the Funeral.....(open)	2hrs
2) Communicable Disease: What Every Funeral Home.....(open)	3hrs
3) Conflict Management for Funeral Directors:.....(open)	4hrs
4) Deathcare Marketing: 25 FAQs (open)	6hrs
5) Embalming Perspective & Paradigms.....(open)	6hrs
6) Embalming Risk Management (open)	2hrs
7) Embalming the Obese Case (open)	3hrs
8) Five Ways to Improve Prep Room Ventilation.....(open)	2hrs
9) Funeral Service Ethics (open)	2hrs
10) Marketing a Funeral Home for Long.....(open)	3hrs
11) Offering Funeral Packages in Compliance.....(open)	2hrs
12) Personnel Management in Funeral Service (open)	4hrs
13) Professional Ethics in Funeral Service: NFDA's.....(open)	1hr
14) Serving Hispanic Families (open)	4hrs
15) The Funeral: A Chance to Touch, A Chance.....(open)	4hrs
16) Understanding a Child's Grief Insights.....(open)	3hrs
17) Understanding and Creating Exceptional.....(open)	3hrs
18) Understanding and Managing Grief (open)	6hrs
19) Understanding the Practice of the FTC.....(open)	3hrs
20) What to Do When Families Say "No....."(open)	2hrs

G) International Order of the Golden Rule: Jessica Smith

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| 1) All You Need to Know to Reach Your Families.....(2/11/16) | 1hr |
| 2) Maintaining Quality & Productive Personnel (3/8/16) | 1hr |
| 3) Do's and Don't: A Closer Look at Prep Room Safety (4/7/16) | 1hr |

H) Cremation Association of North America: Jennifer Head

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| 1) Crematory Operations Certification Program (various) | 6hrs |
| 2) Cremation Symposium (2/3-4/16) | 10.5hrs |

9) CORRESPONDENCE

A) Mark Samuel Ross, informed the Board that he erroneously answered in the negative, when completing the registration renewal, regarding the manufacture or sale of vaults. **FYI.**

B) Alicia Kartanowiz, is requesting permission for intern Arianne Rule to do her embalming at the McCracken Funeral Home, due to the fact that the Bloomfield Cooper Jewish Chapels does not perform embalming at their facility.

C) Vaughn Greene, who has been licensed in Pennsylvania for four years, is requesting permission to enter into New Jersey based on his thirty years of funeral experience in the State of Maryland.

D) Jeff Vander Plaat, is requesting instruction on how to disclose on the Statement of Funeral Goods and Services Selected Form, charging fees associated with accepting credit cards.

10) OPEN DISCIPLINARY MATTERS

A) 15-42 Frederick Whiteley III, submitted a letter with the hopes that the Board would reconsider the excessive penalty of \$5,000.00 for the violation of N.J.A.C.13:36-5.12(i).

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