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 Lombardi (Government Member)
Curtis S. Macysyn (Public Member)
Richard McCriskin
Bayode Olabisi
John Radzieta
Philip Scheps (Public Member)
Louis J. Stellato Jr, Ph.D
Lloyd Wimberg
Ana Zevallos

3) APPROVAL OF MINUTES

A) July 6, 2010

4) EXECUTIVE DIRECTOR'S REPORT

A) Total number of complaints received in July: **10**  Total for 2010: **50**

B) Next regular Board meeting: Tuesday, October 5, 2010 Hudson Room, 6th floor.

C) **30** candidates passed and **1** failed the June 18, 2010 Jurisprudence Examination.

D) The next Jurisprudence Examination is scheduled for October 15, 2010.
5) **INTERN REGISTRATIONS**

A) Renee Brown, Mathis Funeral Home  
B) Ashley Caruso, Falco Caruso & Leonard Funeral Home  
C) KrystalAnn Cherico, Saul Colonial Home  
D) Sidney Hagans, Jackson Funeral Residence, Inc.  
E) Mary Henderson, Bergen Funeral Service  
F) Kathy Ismail, Brown’s Funeral Home Inc.  
G) Louis Noonburg, Bizub-Parker Funeral Home Corp.  
H) Angelica Pavone, Shore Point Funeral Home & Cremation Services Inc.  
I) Arthur Pecht, Bordentown Home for Funerals  
J) Robert Pizzi, Anthony R. Pizzi Funeral Home  
K) John Podesta, Kohler Funeral Home, Inc.  
L) Jennifer Steinman, O’Brien Funeral Home  
M) Christopher Tarantino, Par-Troy Funeral Home

6) **NEW LICENSEES**

A) Ayn Harris Licensed by Credentials  
B) Maria Brenna Licensed by Application  
C) Vincent Palladino Licensed by Credentials  
D) Kevin Small Licensed by Credentials

_Licensed by Application total for 2010:_ **15**  
_Licensed by Credentials total for 2010:_ **6**

7) **NEW INSTALLATIONS**

A) Costello-Runyon Funeral Home, Iselin, Mgr., Joseph V. Costello III  
B) McDonough Funeral Home Inc, Oakhurst, Mgr., Mary Jo McDonough  
C) Thomas Joseph Costello Funeral Home, Iselin, Mgr., Joseph V. Costello III
8) **CONTINUING EDUCATION**

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

1) Embalming Skills: Surgical Treatment to Stop Purge (9/21/10)  
   1hr

**B) National Funeral Directors & Morticians Associations Inc.: Carol Williams**

1) “Til Death Do Us Part”: Is Your Funeral Home...” (7/31-8/4/10)  
   1hr

2) Taking The Mystery Out of Business Loans (7/31-8/4/10)  
   1hr
3) New Members, Students and Convention Orientation (7/31-8/4/10)  
   1hr
4) Youth Homicide Epidemic In America  
   1hr
5) Protecting Your Funeral Home With Liens/Liability... (7/31-8/4/10)  
   1hr

6) The History and Traditions of African Americans... (7/31-8/4/10)  
   1hr

7) Oral History Interviews  
   1hr
8) Burial Vaults-Consumer Beliefs & Perceptions (7/31-8/4/10)  
   1hr

9) Get Mobile, No “Wires” Attached! (7/31-8/4/10)  
   2hrs
1hr
11) Funeral Insurance Assignment Process... (7/31-8/4/10)  
1hr
12) Self Care Strategies  
   2hrs
13) Walk Through the Walls of Innovative Imaginings....(7/31-8/4/10)  
   1hr
14) Choosing The Right Software to Manage Your FH (7/31-8/4/10)  
   2hrs
15) Beginning With the End in Mind  
   1hr
16) Life After Mortuary School (Student’s Track) (7/31-8/4/10)  
1hr
17) Video Conferencing for Funeral Homes (Owner’s Track)  
   1hr

18) Embalming The Difficult Case: Never Fail... (7/31-8/4/10)  
   1hr
   1hr
20) “The Zero Turn Lawn Mower & Your Website” (7/31-8/4/10)  
   1hr
21) Survival Guide- Everything a Beginner Need to Know...(7/31-8/4/10)  
   1hr
C) New Jersey Funeral Service Education Corp: Emily Moscetti

1) Funeral Prearrangements and the SSI/Medicaid... (10/26-27/10)  
2.5hrs

2) Certified Celebrant Training (11/5-7/10)  
17hrs

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D) National Funeral Directors Associations: Kathleen Walczak

1) Offering Funeral Packages in Compliance with ....(ongoing)  
2hrs

2) What To Do When Families Say “No Religion...” (ongoing)  
2hrs

E) Funeral Directors Assn. Of Essex, Union & West Hudson Counties: Edith Churchman

1) Practical Applications of Pre-Need (9/23/10)  
1hr

2) Fundamentals Of Pre-Need (6/24/10)  
1hr

F) National Funeral Directors Associations: Kathleen Walczak

1) How to Adopt Environmentally Friendly Funeral Business...(9/14/10)  
2hrs

G) Selected Independent Funeral Homes: Amy Hunt

(Course pamphlet provided to Ms. Churchman only)

1) 2010 Annual Meeting (9/29-10/2/10)  
13hrs
H) National Funeral Directors Associations: Kathleen Walczak

1) Certified Preplanning Consultant-Fastrac II (10/9-10/10) 8hrs

I) International Cemetery and Funeral Association: Daniel Osorio
(Course pamphlet provided to Ms. Churchman only)

1) Fall Management Conference (10/27-30/10) 9hrs

J) National Funeral Directors Association: Kathleen Walczak
(Course outlined and bio’s provided to Ms. Churchman Only)

1) Reconstructive Techniques for Facial Repair Trauma (10/9/10) 4hrs
2) American Attitudes Towards Funerals:... (10/10/10) 1hr
3) Best Practices: Managing Your Accounts.... (10/10/10) 1hr
4) Building Your Brand Using Free Social Media.... (10/10/10) 1hr
5) Ideas Exchange Power-Hour: Ignite Innovation... (10/10/10) 1hr
6) VA National Cemeteries: Fulfilling the Final Promise... (10/10/10) 1hr
7) Deathcare Expert In Your Community: Are You? (10/10/10) 1hr
8) Preneed Motivators (10/10/10) 1hr
9) Risk And Rewards-Have You Kept Pace... (10/10/10) 1hr
10) The Embalmer’s Tool Kit (10/10/10) 1hr
11) To Serve The Living: Funeral Directors... (10/10/10) 1hr
12) Advance Cremation Arranging (10/10/10) 2hrs
13) Growing Your Business: Retaining The Shopper Call (10/10/10) 2hrs
14) It Is Easy Being Green-Updates to The Green Industry (10/10/10) 2hrs
15) 30 Practical and Inexpensive Marketing Ideas... (10/10/10) 2hrs
16) Wanted: Jurors For The Embalming Malpractice Trial... (10/10/10) 2hrs
17) Guerrilla Tactics To Boost Profits, Enhance Your Brand... (10/11/10) 1hr
18) It’s About The Future... Yours (10/11/10) 1hr
19) Mortuary Litigation From A to Z (10/11/10) 1hr
20) Social Networking And Blogging: The Good, The Bad... (10/11/10) 1hr
21) The Living Cemetery: Going Native 101 (10/11/10)
22) Cancer And NFDA’s Formaldehyde Best Management.. (10/11/10)
23) Cremation Litigation Prevention And Preparation: (10/11/10)
24) Maximizing Preneed Profitability In Small Firms (10/11/10)
25) Understanding Personalities: Working and Coping Styles... (10/11/10)
26) Web Rx (10/11/10)
27) Opening Session (10/11/10)
28) Conversation Cafes-Gadgets and Gizmos (10/12/10)
29) Conversation Cafes- It Is Easy Being Green (10/12/10)
30) Educating Today’s Families on the True Meaning and Value... (10/12/10)
31) Finding Hope Again After Loss (10/12/10)
32) Will your Funeral Home Make you a Millionaire? (10/12/10)
33) ABC’s of Financial Statements (10/12/10)
34) OSHA 101 Overview (10/12/10)
35) The Future of Plastination in the Funeral Industry (10/12/10)
36) Top 10 Things Every Family Should Know (10/12/10)
37) Your Pet Memorialization Business... (10/12/10)
38) Difficult Case Embalming, Pleasant Expression and ... (10/13/10)
39) Identifying New Hires: Staffing for Success (10/13/10)
40) Mystery Shopping Funeral Homes: Inside The Mind....(10/13/10)
41) Online Marketing For The Funeral Industry (10/13/10)
42) Closing Session (10/13/10)
43) Exhibits (10/13/10)

K) Apex Continuing Education Solutions: Remo Portelli

1) Creative Marketing Ideas For Funeral Homes (open)
2) Telephone Inquiry Manual For Funeral Home (open)
3) Working With Difficult People (open)
4) Infant Embalming Techniques (open)
5) Understanding HIV and AIDS (open) 2hrs
6) Funeral Service Ethics (open) 2hrs
7) The FTC Funeral Rule (open) 3hrs
8) OSHA Essentials (open) 3hrs
9) Sexual Harassment In The Workplace (open) 3hrs
10) Funeral Rituals and Mental Health (open) 3hrs

9) **CORRESPONDENCE**

A) Wilson Beebe, Executive Director of the New Jersey State Funeral Directors Association, advises the Board that although they support the Board’s intent to improve the quality of the continuing education curriculum they are not supporting the rules as drafted.

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B) John Bermingham, obituary notice appeared in the July 6, 2010 edition of the Star Ledger. **FYI.**

C) Donald Wood, obituary notice appeared in the July 2, 2010 edition of the Star Ledger. **FYI.**

D) Proposed Amendments to **N.J.A.C 13:36-1.8, 4.9, 5.17 and 5.18. FYI.**
10) **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.

11) **ADJOURNMENT**