OPEN SESSION - AGENDA

1) OPEN STATEMENT

2) ROLL CALL

James Marrocco, President
Bruce Van Tassel, Secretary
Rita T. Alvarez
Charles Bechtold
Aladar G. Komjathy (Public Member)
Curtis S. Macysyn (Public Member)
Matthew Moench (Public Member)
Kim Nesbitt-Good
Eleanor Rudolph
Robert Schwaneberg (Public Member)
Kara L. Whigham

3) APPROVAL OF MINUTES

A) June 4, 2019

4) EXECUTIVE DIRECTOR'S REPORT

A) Total number of complaints received in June: 4  Total for 2019: 17

B) Next Board meeting: Tuesday, August 6, 2019, Union Conference Room, 3rd floor.

C) 10 Candidates registered for the July 19, 2019 Jurisprudence Examination.

D) Revised meeting dates for the remainder of 2019 and upcoming meeting dates for 2020.
5) **INTERN REGISTRATIONS**

   A) Alexis McCusker, Boglioli Funeral Home d/b/a Holmdel Funeral Home

   *New intern registration for 2019: 32*

6) **NEW LICENSEES**

   A) Scott K. Boglioli Licensed by Application
   B) Jason D. Galante Licensed by Application
   C) Anthony J. Gerahty Licensed by Application

   *Licensed by Application for 2019: 25 Licensed by Credentials for 2019: 4*

7) **NEW INSTALLATIONS**

   A) Franklin Memorial Cremation Services LLC, Milltown, Mgr., John McNamara

   *New Installation received in June: 1 Total for 2019: 14*

8) **CONTINUING EDUCATION**

   *(Approved courses are found on the state website [http://www.njconsumeraffairs.gov/mort](http://www.njconsumeraffairs.gov/mort) under the licensee tab)*

   A) Feeney Funeral Home: Dave Feeney

   1) Green Perspectives From Two Generations (6/5/19) 1hr
B) International Cemetery, Cremation & Funeral Assoc.; Daniel Osorio
(Additional information provided to Chairman Van Tassel only)

1) Chinese Funeral Practices and Customs (7/30/19)  3hrs
2) Jewish Funeral and Burial (7/20/19)  1.5hrs
3) Filipino Custom and Traditions (7/20/19)  1.5hrs
4) Class Project (7/21/19)  1.5hrs
5) Hindu Funeral Beliefs (7/21/19)  1.5hrs
6) Korean Traditions, Customs and Practices (7/21/19)  1.5hrs
7) Capturing The Hispanic Market (7/21/19)  1.5hrs
8) Roman Catholic Funeral Rites(7/22/19)  1.5hrs
9) Vietnamese Funerals & Traditions(7/22/19)  1.5hrs
10) Muslim Customs and Traditions(7/22/19)  1.5hrs
11) The Greek Orthodox Experience of Death and...(7/22/19)  1.5hrs
12) The Hispanic Culture of Death and Dying in Mexico(7/23/19)  1.5hrs
13) Mormon Beliefs on Death and Burial(7/23/19)  1.5hrs
14) African-American Funeral Traditions(7/23/19)  1.5hrs
15) Military Customs(7/23/19)  1.5hrs
16) Q & A Summary(7/24/19)  1.5hrs
17) Crematory Operator Curriculum(7/20/19)  6.0hrs
18) Administrator Curriculum: This & That(7/21/19)  1.5hrs
19) Administrator Curriculum: 2019 Financial Realities of ... (7/21/19)  1.5hrs
20) Crematory Tour: a Real-World Look at all Aspects(7/21/19)  3.5hrs
21) Cremation & Crematory Risk Management(7/22/19)  1.5hrs
22) Innovative Approaches to Cremation Consumers(7/22/19)  1.5hrs
23) Reducing Your Liability to Add to Your Bottom...(7/22/19)  1.5hrs
24) Arranging more than Cremation(7/22/19)  1.5hrs
25) Setting a New Standard(7/23/19)  1.5hrs
26) Know Your Cremation Consumer(7/23/19)  1.5hrs
27) Exceeding Expectations: A Creative Approach for...(7/23/19)  1.5hrs
28) Bringing it Together: Open Forum(7/24/19)  1.5hrs
29) Exceptional Cemetery Maintenance: Experience...(7/20/19)  1.5hrs
30) Creating a Committal Service that Everyone Talks About(7/20/19)  1.5hrs
31) OSHA and Gravesite Safety(7/20/19)  1.5hrs
32) The Key Steps to OSHA Compliance(7/20/19)  1.5hrs
33) Train the Trainer(7/21/19)  1.5hrs
34) Children’s Remembrance Services & Arrangements...(7/21/19)  1.5hrs
35) Cemetery Sustainable Practices(7/21/19)  1.5hrs
36) Creative Cemetery Development(7/21/19)  1.5hrs
37) Healing Grief(7/22/19)  1.5hrs
38) Community Outreach (7/22/19) 1.5hrs
39) Finding Hidden Treasures (7/22/19) 1.5hrs
40) Modern Cemetery Development(7/22/19) 1.5hrs
41) Changing the face of traditional Memorialization(7/23/19) 1.5hrs
42) Heroes Serving Heroes(7/23/19) 1.5hrs
43) Cemetery Liability Issues(7/23/19) 1.5hrs
44) Internal Relationships(7/23/19) 1.5hrs
45) Students’ Forum Q&A(7/24/19) 1.5hrs
46) You don’t need to be a Superstar for Success(7/20/19) 1.5hrs
47) The Facebook Formula: Secrets for Taking your...(7/20/19) 1.5hrs
48) Discovering Your Secret Numbers and How to Use...(7/20/19) 1.5hrs
49) Creating a Sales Culture That Helps you Attract and...(7/20/19) 1.5hrs
50) Why Making a Systematic and Compelling Pre-Need...(7/20/19) 1.5hrs
51) Why Making a Systematic and Compelling Pre-Need...(7/21/19) 1.5hrs
52) Prospecting Made Easy and Effective(7/21/19) 1.5hrs
53) What a Lawyer can Teach me about Sales(7/21/19) 1.5hrs
54) Community Engagement - How to Position your...(7/21/19) 1.5hrs
55) The Process of Service and Opportunities Through...(7/22/19) 1.5hrs
56) The Power and Process of Effective Recruiting(7/22/19) 1.5hrs
57) Coaching for Success(7/22/19) 1.5hrs
58) The Four Major Benefits of Using a Planning Guide(7/22/19) 1.5hrs
59) How to Capture the Fastest Growing Market...(7/23/19) 1.5hrs
60) Generating Leads Without a Phone(7/23/19) 1.5hrs
61) Coming Face to Face with Cremation(7/23/19) 1.5hrs
62) Using Contest and Incentives to Reinforce the...(7/23/19) 1.5hrs
63) The Making of a Miracle(7/24/19) 1.5hrs
64) Principals of Effective Leadership(7/20/19) 1.5hrs
65) Critical Look Into the Future: Adjusting to Issues...(7/20/19) 1.5hrs
66) A Case Study in Leadership(7/20/19) 1.5hrs
67) Strategic Planning for IT Resources(7/20/19) 1.5hrs
68) Employee Reviews, Evaluation, Incentives...(7/21/19) 1.5hrs
69) Communication and the Art of Effective Feedback(7/21/19) 1.5hrs
70) The Facebook Formula: Secrets for Taking your Business...(7/21/19) 1.5hrs
71) First Let’s Kill all the Lawyers(7/21/19) 1.5hrs
72) Your Marketing & Branding Mantra: Building...(7/23/19) 1.5hrs
73) Dynamics of the Organization(7/22/19) 3.0hrs
74) Employee Engagement, Motivation, Hiring & Firing(7/22/19) 1.5hrs
75) Best Practices in International Communications(7/22/19) 1.5hrs
76) Funeral Home and Cemetery Accounting: Keys to...(7/23/19) 1.5hrs
77) Community Outreach: Setting Your Company Apart(7/23/19) 1.5hrs
78) Corporate Culture: How Strong is Your Foundation(7/23/19) 1.5hrs
79) May I Be of Service?(7/20/19) 1.5hrs
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<th>Session Number</th>
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<td>80</td>
<td>80) Building World Class Event Center: A Beginner’s Guide</td>
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<td>81</td>
<td>81) Let’s go cooking! 10 Key Ingredients You Need to Know</td>
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<td>82) Hospitality Isn’t Just About Being Nice! The Legal</td>
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<td>83) Using Graveside Catering to Create a Wow for Your</td>
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<td>84) Connecting with the New Consumers</td>
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<td>85) The Funeral Event Your Community Wants to Attend</td>
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<td>87) Understanding Financial Statements and Budgeting</td>
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<td>88) Remaining Relevant with the Customer</td>
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<td>90) Recipe for Success</td>
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<td>91) What about the Church Ladies?</td>
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<td>92) How to Create a Celebrations Center Partnership</td>
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<td>93) Connecting with Your Community Through Outreach</td>
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<td>94) Is it Worth It?</td>
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<td>95) Building a Successful Funeral Business From the...</td>
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<td>99) Essentials of Public Speaking Basics: What is a Presentation</td>
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<td>103</td>
<td>103) Best Practices with Firms Utilizing Celebrants</td>
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<td>104) The Legal Aspects of Funeral Service</td>
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<td>106) Identifying Your dominant Strengths as a Manager</td>
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<td>108) The Deming Management System</td>
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<td>110) Group Exercise: Games Funeral &amp; Cemetery</td>
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<td>111) People: The Double Edged Sword</td>
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<td>112) Train the Trainer: A Program for Managers</td>
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<td>113) The Famous ICCFA University “How to” System</td>
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<td>114</td>
<td>114) Creating Economic Visibility for your company</td>
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<td>115) The Essential Navigation Plan</td>
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<td>116) Community Outreach Programs</td>
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<td>117</td>
<td>117) Putting the Bow on the System</td>
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C) National Funeral Directors Association: Jackie Ellis

1) Embalming Difficult Cases (8/15/19) 1hr
2) Relevance of Restorative Art to......(8/15/19) 1.25hrs
3) Principles of Reconstructive.....(8/15/19) 1.5hrs
4) Color Theory & Cosmetics (8/15/19) 1.25hrs
5) Embalming Strategies for Jaundice/Edema (8/15/19) 1hr
6) Embalming Risk Management (8/15/19) 1hr
7) Successful Restorative Techniques....(8/15/19) 1hr
8) Panel Discussion: Ask the Experts (8/15/19) 1hr

9) CORRESPONDENCE

A) On June 3, 2019, Senate No. 3854 was introduced by Senator Joseph Cryan, which makes certain changes to law providing access to government records. FYI.

B) On June 6, 2019, Assembly No. 5475 was introduced by Assemblywoman Annette Chaparro, which requires State agencies to redact a person’s handwritten signature prior to publishing documents on agency’s internet website. FYI.

C) James Gordon Jr., reinstated the Brazinski Funeral Home on April 24, 2019. FYI.

D) Keith Metzger of Hackensack Meridian School of Medicine at Seton Hall University, is requesting to be exempt from N.J.A.C.13:36-1.10 of the New Jersey administrative code, which is titled “Limited Exemption for Anatomical Association of a Medical School Established and Operated by the State of New Jersey for the Acceptance and Disposition of Human Remains Donated Pursuant to the Revised Uniform Anatomical Gift Act.”

E) In accordance to the license renewal of 2019, Blair Hawkins provided the Board with supporting documents pertaining to his Pennsylvania misdemeanor charges.
F) Earl Stahl, President of the Medford Cemetery Association, is requesting if his understanding of the regulation N.J.A.C.13:36-1.1 et. seq., complies with the regulatory requirement as it was intended.

G) Terrance Kawles, Director of Legal and Business Affairs, is seeking guidance & clarification in regards to Merchant credit card fees.

10) OPEN DISCIPLINARY MATTERS

A) 18-45 James R. Curry of Plinton Curry Funeral Home, paid the $1,250.00 Settlement Offer on May 28, 2019 for the violation of N.J.S.A.45:27-22 and N.J.A.C.13:36-13.8. FYI.

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