<table>
<thead>
<tr>
<th>NAME OF PROVIDER</th>
<th>LICENSE #</th>
<th>APPROVED COURSE &amp; HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>APEX Continuing Education</strong></td>
<td>0520000046</td>
<td>• Telephone Inquiry Manual for Funeral Homes (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Sexual Harassment in the Workplace (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Creative Marketing for Funeral Homes (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Funeral Rule-Federal Trade Commission (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Funeral Service Ethics (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Working with Difficult People (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• OSHA Essentials (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Understanding HIV and AIDS (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Virginia Preneed (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Virginia Laws and Regulations (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• A Brief History of Preservation and Burial (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Green Burial 101 (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• After Suicide: Supporting Survivors of the Loss (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• The funeral Director &amp; Organ and Tissue Donation (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Restoration of a Tissue Donor (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Infant Embalming Techniques (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Are you Stressed? Signs &amp; Solutions (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Funeral Rituals and Mental Health (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Understanding Grief (2)</td>
</tr>
<tr>
<td><strong>WebCE, Inc.</strong></td>
<td>0520000034</td>
<td>• Bloodborne Pathogens (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Communicating Effectively with Seniors (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Conflict Resolution for Funeral Directors (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Cremation Best Practices (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Ethical Business Practices for Funeral Directors (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Final Expense Insurance (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Funeral Customs with Military Honors (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Funeral Personalization and Family Engagement (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• High Risk Direct Disposal: Lessons Learned from Ebola Outbreak (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Intercultural Burials (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Managing Grief: A Guide for the Funeral Professional (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• OSHA Emergency Action Plans for Funeral Homes (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• OSHA Practice Standards for Funeral Professionals (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• OSHA Workplace Rights (1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Pre-Need Planning (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Public Speaking for Funeral Directors (2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Top Five Things They Didn’t Teach You in Mortuary School (2)</td>
</tr>
</tbody>
</table>
Board of Funeral Directors and Embalmers
Approved Continuing Education Providers & Coursework
Revised: January 14, 2020

- Understanding Social Security: Case Studies for Funeral Directors
- Virginia Laws and Regulations for the Funeral Services Industry (2)
- When Disaster Strikes: Mass Fatalities & Community Impact (2)
- Working Ethically with Seniors (2)

Graystone Associates, Inc.
20 Flint Ridge Road, Suite 202
Webster, TX 77598
www.graystoneassociates.com
Phone: 832-864-2833

- Graystone 2019 Summit (15.75)
- Graystone Greats – Studying Firms which Have Achieved the Highest Customer Satisfaction Scores and
- Cycle of Excellence: Introductory Arranger Training (4)
- Cycle of Excellence: The Funeral
- Grief Management (6)
- Cycle of Excellence: People Skills (4)
- Public Speaking - Comfortably (2)
- People Skills – Advanced (4)
- Funeral Service Ethics (3)
- Cycle of Excellence – Cremation (4)
- Learning to be a Leader (1.5)
- Profits (3)
- Pre-Need (2)
- What Matters Most (3)
- Understanding Grief (4)
- Exceptional Funerals (3)
- Communicable Diseases (2)
- Death Care Marketing (4)
- Embalming Perspectives (4)
- Hazard Communication (1)
- Cycle of Excellence – Funeral Home

Order of the Golden Rule
9101 Burnet Rd., Suite 120
Austin, TX 78758
www.ogr.org
Phone: 1-800-637-8030
Fax: 512-334-5514

- Blood-borne Pathogen Exposure Control Plan (1)
- Human Crematory Operator Training Program (6.5)
- Complying with OSHA (1)
- Helping Survivors Get Their Financial Matters in Order (1)
- Invitational Roundtable III (3)
- Building a Better Funeral Home from the Inside Out-Interior (8.25)
- Building a Better Funeral Home from the Inside Out-Exterior (8.25)
- Funeral Service Update/Current Issues (1)
- Cremation Options (1)
Board of Funeral Directors and Embalmers
Approved Continuing Education Providers & Coursework
Revised: January 14, 2020

- OGR Resources that Boost Business and Make Your Life Easier (1)
- Guidelines for OSHA Annual Staff Training (1)
- Annual FTC Review (1)
- Decision-Makers in the Arrangements Conference: Who has the Right of Way (1)
- The Young Funeral Director: New Generation, New Challenges (1) Strategies for a Stronger Tomorrow (10)
- Coping with the Holidays (1)
  Invitational Roundtable II (3)
- Audio Seminar – The Young Funeral Director: New Generation, New Challenges (1)
- Six(6)AudioSeminars/Teleconferences
  One (1) hour each: Known Shipper Mandate: Prepare Now; OSHA Update; Demanding Families: An Arrangement Conference Challenge; FTC Review; Innovative Ideas to Better Serve Families; and What to Know Before Expanding or Acquiring a New Facility
- Invitational Roundtable: 7th Annual Pheasant Hunt (3)
- OSHA Training: Keeping Your Funeral Home in Compliance (1)
- Business Fundamentals...Connecting the Dots (10)
- Innovative Technology in Funeral Homes; Challenges & Victories (1)
- A Lifeline for Funerals: Attracting Families that are Slipping Away (4)
- Steering Funeral Homes Toward a Profitable Future
- Regional Workshop: “Blowing the Roof Off Your Aftercare Program: Solutions for Making it Pay Off”
- Regional Workshop: Fresh Approaches to Funeral & Memorial Services
- Shatter Expectations: Takeaways for the New General of Funeral Professionals
- 2019 Annual Conference & Solution Center (8)
- Educating the Families that you Serve about the WHY of the Funeral (8.5)
- 2020 Annual Conference & Solution Center (9)

Life Celebration, Inc.
125 Hartman Road
North Wales, PA 19454
Phone: 1-888-887-3782

- Funeral Mass Communication-Providing Families Only & Exactly what they want!
MKJ Marketing T/A Preferred Funeral Directors International
1501 Belcher Road S, Bldg. B
Largo, FL 33771
www.mkjmarketing.com
Phone: 757-524-8100

Practicum Strategies
8 Lenore Court
Hammonton, NJ 08037
www.practicumstrategies.com
Phone: 1-800-731-4714

MKJ Marketing T/A Preferred Funeral Directors International 0520000030
- Nashville Workshop (16)
- 2018 Preferred Funeral Directors International (PFDI) Convention (12)

Practicum Strategies 0520000008
- Ethics for Funeral Directors (2)
- Living with the FTC’s Funeral Rule (1)
- OSHA for Small Business (2)
- OSHA: Practical Guide for Funeral Service (2)
- Funeral Values (2)
- Sacred/Sensitive…and Sane (2)
- The Funeral Professional and Consumer Behavior (2)
- Grief 101 for Funeral Directors (2)
- Pre-Planning for Funeral Home Business Interruptions (2)
- Investment Management for the Funeral Director (2)
- How Do We Tell The Children (2)
- Cremation: The Concept, the Client, The Caring (2)
- Cremation: The Process (2)
- Preneed Funeral Planning (1)
- Everyday Ethics in Funeral Service (2)
- Managing Stress for Funeral Professionals (2)
- Complying with the Funeral Rule
- Hazardous Chemicals/Toxic Substances (2)
- The Vanguard of Competition and the Funeral Profession (2)
- Business Morals and Ethics and the Funeral Director (2)
- Job Burnout in Funeral Service (2)
- Coping with Stress as a Funeral Director (2)
- Motivation and Coaching for the Successful Funeral Director (2)
- Universal Precautions (2)
- Dealing with Communicable Diseases and Aids (2)
- Moral Dilemmas Facing the Funeral Professional (2)
- A Review of Basic Embalming Basic Procedures (2)
- Understanding and Completing the Certificate of Death (2)
Board of Funeral Directors and Embalmers
Approved Continuing Education Providers & Coursework
Revised: January 14, 2020

- Introduction to Accounting for the Funeral Director (2)
- Marketing 101 for Funeral Directors (2)
- Intermediate Marketing for Funeral Directors: (2)
- Virginia Funeral Service Law Updated 2016 (1)
- Virginia Regulations for Preneed Funeral Planning (1)
- Embalming Chemistry (5)
- Employee Recruitment and Retention in Funeral Service (2)
- Power Communications for Funeral Professionals

Regulatory Support Services Inc.
P. O. Box 148
Manakin-Sabot, VA 23103
www.regulatorysupportservices.com
mail@regulatorysupportservices.com
Phone: 804-784-7347

- Learning From the Mistakes of Others (2)
- Reinvent, Rejuvenate, Renew (3)
  a. Law & Regulations (1)
  b. Preneed (1)
- When a Band-Aid Won’t Work (2)
- Potholes, Speedbumps & Orange Cones: Protecting Your License by Overcoming Compliance Barriers (3)
  a. Laws & Regulations (1)
  b. Preneed (1)
- Ethics in the Funeral Profession (2)
- Funeral Professionals Love Dessert: Your Piece of the Compliance Pie (2)
- Whirlwinds & Whirlpools: Handling Challenging Decisions in Funeral Service (3)
  a. Laws & Regulations (1)
  b. Preneed (1)
  c. Ethics (1)
- From Head to Toe: Cover Up for Safety (2)
- Pandemic Flu: A Survival Kit for Funeral Professionals (2)
- From First Call to Disposition (3)
  a. Laws and Regulations
- Is there a Doctor in the House (2)
- From Dinghies to Submariens: Funeral Homes: Crematory Compliance/Liability Survival Skills (3)
  a. Laws & Regulations
- Clue Me into Safety (2)
- Color Me Compliant: Preneed Laws and Regulations (3)
  a. Preneed
  b Regulations
- Faith, hope and Clarity: How to Apply FTC compliance to your Business Practices (3)
a. Laws & Regulations
b. Federal Trade Commission: The Funeral Rule
   • Annual OSHA Training: Understanding the New Safety Data Sheets & Infectious Disease
   • 3 Hour Training Class: Funeral Packages & Special Charges
   • The Cost of Compliance – Building A Workplace Safety Program
   • OSHA Training: The Cost of Compliance – The FTC Funeral Rule, Funeral Ethics, and Preneed Bingo
   • OSHA and the Workplace – Condition Green, Yell, Red (2)
   • The Funeral Fixer: FTC Compliance and Truth and Consequences: VA Preneed Laws and Regulations (3)
   • OSHA the Compliance Toolbox (2)
   • FTC- Learning from Mistakes, VA Preneed Quiz Bowl, & Emergency Action Plan- It’s It’s Not Just Fires (3)
   • Annual OSHA Training- Climbing The Compliance Ladder (2)
   • FTC Pricing Special Service and Telephone Shoppers, Compliance All Stars- Are you an A-Team or an F-Troop, and Virginia Preneed- You Are The Inspector (3)
   • FTC Trivia Back to Basics, Words Matter-Effective Communication with the Families We Serve, and Virginia Preneed Trivia (3)
   • OSHA Workplace Safety- It's No Laughing Matter (2)

Roland Vaults, Ltd.
1159 Harmony Road
Norfolk, VA 23502
www.rolandvaults.com
Phone: 757-466-8800

SCI Dignity University
1929 Allen Parkway, 2nd Floor
Houston, TX 77019
Phone: 713-525-9737

0520000025 • Fundamentals of Outer Burial Containers (3)

0520000036 • Hospice Explained (1)
   • Formaldehyde Monitoring Training (1)
   • Back Safety and Injury Prevention (1)
   • Bloodborne Pathogens Awareness (1)
   • Defensive Driving Fundamentals (1)
   • Fire Safety and Prevention(1)
   • Forklift Safety (1)
   • FTC – Funeral Rule (2)
Board of Funeral Directors and Embalmers
Approved Continuing Education Providers & Coursework
Revised: January 14, 2020

- Hazard Communication: An Employee’s Right to Know (1.5)
- Hearing Conservation (1.25)
- Lockout/Tagout (1.25)
- Office Safety (1.50)
- Respiratory Protection (1)
- Trenching & Excavation Safety (1)
- Managing for Excellence (8)
- Cremation Theory (2)
- Jewish Funeral Traditions (1)
- Workplace Discrimination (2)
- Workplace Diversity (2)
- Workplace Harassment (2)

Selected Independent Funeral Homes 0520000024
500 Lake Cook Road, Suite 205
Deerfield, IL 60015
www.selectedfuneralhomes.org
Phone: 847-236-9401

- Managing the Generational Mix (6)
- Leader or Self-Deceiver How Most Personal and Organizational Problems Result From Self-Deception and Ways to Solve It