# BOARD OF FUNERAL DIRECTORS AND EMBALMERS
## CONTINUING EDUCATION PROVIDERS
### APPROVED COURSES
Revised July 30, 2018

<table>
<thead>
<tr>
<th>NAME OF PROVIDER</th>
<th>LICENSE #</th>
<th>APPROVED COURSE &amp; HOURS</th>
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<tbody>
<tr>
<td><strong>APEX Continuing Education</strong></td>
<td>0520000046</td>
<td>• Telephone Inquiry Manual for Funeral Homes (1)</td>
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<td>• Sexual Harassment in the Workplace (2)</td>
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<td>• Creative Marketing for Funeral Homes (1)</td>
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<td>• Funeral Rule-Federal Trade Commission (2)</td>
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<td>• Funeral Service Ethics (1)</td>
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<td>• Working with Difficult People (2)</td>
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<td>• OSHA Essentials (2)</td>
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<td>• Understanding HIV and AIDS (2)</td>
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<td>• Virginia Preneed (1)</td>
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<td>• Virginia Laws and Regulations (1)</td>
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<td></td>
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<td>• A Brief History of Preservation and Burial (1)</td>
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<td>• Green Burial 101 (1)</td>
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<td>• After Suicide: Supporting Survivors of the Loss (2)</td>
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<td>• The funeral Director &amp; Organ and Tissue Donation (2)</td>
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<td>• Restoration of a Tissue Donor (2)</td>
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<td>• Infant Embalming Techniques (2)</td>
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<td>• Are you Stressed? Signs &amp; Solutions (2)</td>
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<td>• Funeral Rituals and Mental Health (2)</td>
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<td>• Understanding Grief (2)</td>
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<td><strong>Association of Independent Funeral Homes</strong></td>
<td>0520000004</td>
<td>• 2010 Annual Meeting (13)</td>
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<td>• Standards of Practice (1)</td>
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<td>• Compliance – Laws and Regulations (1)</td>
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<td>• Accountability – Laws/Regs/OSHA (1)</td>
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<td>• Independence and Prosperity (2)</td>
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<td><strong>Aurora Casket Company</strong></td>
<td>0520000023</td>
<td>• Marketing Today and Tomorrow (3)</td>
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<td>• Memorialization Today &amp; Tomorrow (4)</td>
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<td>• Lifetimes – A Balanced Funeral Arrangement – (8)</td>
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<td>• Decoding the Generations (1)</td>
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<td>• Balanced Cremation Arrangement (2)</td>
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<td><strong>Batesville Casket Company</strong></td>
<td>0520000016</td>
<td>• A Better Way to Assist Today’s Value Driven Consumer (2)</td>
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</table>
Batesville, IN  47006  
www.batesville.com  
PHONE: 800-622-8373

- Plant Tour and Product Knowledge Presentation – Batesville Stamping and Assembly Plants (2)
- Professional Arranger Development Seminar (10)
- Research to Results (2)
- Communicating with Families – Making More Effective Arrangements (3)
- Setting a New Standard: The Cremation Arrangement (2)

B & L Cremation Systems, Inc.
7205 114th Avenue N.
Largo, FL  33776
www.blcremationsystems.com  
PHONE:  727-541-4666

- Virginia Human Crematory Operator Training Program (8)

Burruss Burial Valults
8324 Eagle Drive
Mechanicsville, VA 23111
1-800-637-1992

- Gravesite Value: Ways to Serve Our Families Even Better

Carriage Services, Inc.
3040 Post Oak Blvd., Suite 300
Houston, TX 77056
www.carriageservices.com  
PHONE:  866-332-8400

- Cycle of Service: Service Strategies (18)

Ecolomed, LLC
12013 South Pittsburg
Tulsa, OK  74137
www.ecolomed.com  
PHONE: 918-688-6774

- Hazard Communication
- Training Module (1)
- Formaldehyde Training Module (1)
- Blood borne Pathogens Training Module (1)
- Respiratory Protection Training Module (1)
- Tuberculosis Training Module (.5)

Epsilon Nu Delta Mortuary Fraternity
345-13th Avenue
Newark, NJ 07104
PHONE: 973-242-8454

- An Overview of Mortuary Programs & Affiliated Organizations
- Maximizing Leadership Potential
- Developing an Effective Education Program
- Restorative Art: Embalming-A Review of the Basics
- Mobilizing Human Resource

Fraud ID Standard Technology, Inc.
600 Pennsylvania Ave, SE
Suite 15859
Washington, DC  20003

- Red Flags Rule (1)
Fifth Annual Funeral Service Business Forum (13)
• Personnel Management (2)
• Marketing a Funeral Home for Long-Term Probability (2)
• Cycle of Excellence: Funeral Director Skills (4)
• Cycle of Excellence: People Skills (4)
• Cycle of Excellence: Phone Skills Refresher Training (2)
• Cycle of Excellence: Introductory People Management Training (4)
Graystone Associates, Inc.
20 Flint Ridge Rd. Ste 202
Webster, TX 77598
www.graystoneassociates.com
Phone: (832) 864-2833

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

- Cycle of Excellence: Phone Skills (4)
- 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

- 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)
- 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) Audio Seminars/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)

Joyce Torchinsky
254 Carroll Street, NW
Washington, DC 20012
PHONE: 800-500-5401

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

Matthews Cremation
2045 Sprint Boulevard

Funeral Service Ethics and Morals (2)
Funeral Mass Communication-Providing Families Only & Exactly what they want!
Crematory Operator Certification Program
Program Overview (.25)
From the Consumer’s Point of View (1.0)
The Futility of Fighting Evolution
Session Recap: What Exactly Did We Do Yesterday (.25)
Seeing the Arrangement Process Through the Consumer’s Eyes (.25)
The Ethics of Funeral Arrangements (2)
A Fresh Look at the Future (8)
90 Minute Miracle & Manufacturing Plant Tour (6)
Focus on Your Future (14)
Hardwood Casket Construction & Mfg. Plant Tour (2)
Cremation (3)

Focus on Your Future – Consumers and their Power to Shape the future, Consumer Research, The Futility of Fighting Evolution (4)

Nashville Workshop (16)
2018 Preferred Funeral Directors International(PFDI) Convention (12)
Strategies for a Declining Industry (9)
The Embalming Matrix (6)

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)
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
(804) 784-7347
mail@regulatorysupportservices.com

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)
- 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)

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

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

Stericycle
342 Robinhill
Williamsville, NY 14221
www.stericycle.com
PHONE: 716-639-2150

0520000025
- Fundamentals of Outer Burial Containers (3)
- 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)
- Hazard Communication: An Employee’s Right to Know (1.5)
- Hearing Conservation (1.25)
- Lockout/Tagout (1.25)
- Office Safety (1.5)
- 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)

0520000036
- Managing the Generational Mix (6)
- Leader or Self-Deceiver How Most Personal and Organizational Problems Result From Self-Deception and Ways to Solve It

0520000045
- Blood Borne Pathogens – (2)
- Blood Borne Pathogens – (3)
- Crematory Confined Space – (1)
- Formaldehyde – (1)
- Hazard Communication – (1)
- Crematory Lock Out/Tag Out – (1)
- Respiratory Protection – (1)
- Tuberculosis – (1)
- CSI, No, Just Forensic Toxicology (1)
- The Secrets to Enhance Funeral
• Home Operations (1)
• We Don’t Want A Funeral…We Want a Cremation (1)
• Employees engagement in the Funeral Home: (A Case Study) (1)
• Building an Effective Family Service Program (1)
• Family Business in the Rear View Mirror (1)
• Reaching Your Community via the Internet (1)
• Moments Held Legacy Work: Bob’s Story (1)
• Changes in Funerals: Why are they Happening and Where are they Going (1)
• Preparation of the Tissue-Recovered Body (1)
• Green Funerals: Something Old, Something New (1)
• First Contact is the First Step (1)
• All Preneed Isn’t Created Equal (Back-up Presentation (1)
• Embalming Beyond the Minimum Standard (2)
• And We Wonder Why People Question the Need for Funerals... (2)

Thanos Institute
P.O. Box 1928
Buffalo, NY 14231
www.thanosinstitute.com
PHONE: 800-742-8257

• Management Skills for Funeral Directors (5)
• OSHA Compliance & FTC Rules (3)
• Ethics in Funeral Service (3)
• Unexpected Traumatic Death and the Funeral Director (3)
• Restorative Art & Cosmetology Forensic Pathology for Funeral Directors (5)
• Funeral Customs Past and Present (5)
• Bereavement and the Funeral Director (5)
• Embalming (5)
• A Student Dies, A School Mourns...Are You Prepared (3)
• Grief Counseling for the Funeral Director (5)
• Organ, Tissue Donation and the Funeral Director (5)

Trigard
1126 N. Kimball Street
Danville, IL 61832
www.trigard.com

• Any courses taken from an accredited college or university in the area of funeral service is accepted as continuing education
Phone: 217-442-9224

**U.S. Cremation Equipment**
598 North Lake Blvd., Suite 1016
Altamonte Springs, FL 32701
www.uscremationequipment.com
Phone: 321-282-7357

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<th>Credits</th>
<th>Course Titles</th>
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<tr>
<td>0520000057</td>
<td>- Eight (8) Hour Crematory Operator Training</td>
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<td>- Disaster Morgue Operations – Postmortem Examinations’ Role in Victim Identification</td>
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<td>- Transportation Security Administration (TSA) Update</td>
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<td>- Infectious Diseases at Death: A Review</td>
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**Wiseman Funeral Home**
7527 Old Alexandria Ferry Road
Clinton, MD 20735
www.wisemanfuneralhome.net
Phone: (301) 899-2005

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<th>Credits</th>
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<td>0520000060</td>
<td>- Knowing What Comes Out of Your local OCME</td>
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<td>- Exposure of Funeral Home Personnel to Formaldehyde During Embalming</td>
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