



2020 KFDA Regional Meetings

Dates & Locations

Monday, March 2nd
Prairie Band Casino
12305 150th Rd, Mayetta
Social Hour Host: Wilbert Funeral Service

Tuesday, March 3rd
Smoky Hill Country Club
3303 Hall Street, Hays
Social Hour Host: Trigard Vault

Wednesday, March 4th
Cowboy Capital Grille
301 4th Ave, Dodge City
Social Hour Host: CVI Funeral Supply

Thursday, March 5th
Wichita Marriott
9100 Corporate Woods, Wichita
Social Hour Host: CVI Funeral Supply

Agenda

4:00-6:00 p.m. Seminar (2 hr CE)
6:00-6:30 p.m. Social Hour
6:30 p.m. Dinner & Meeting (1 hr CE)
Seminar Refreshments Courtesy of US Alliance

Seminar

Why Do We Have Funerals?

The consumer has changed. Rituals have changed and taken on different means of being shared. These changes have resulted in a lack of understanding of why we have funerals. It is the role of those in funeral service to provide that education to their families and community. It can be, however, difficult to put what we understand into words. Using Dr. Alan Wolfelt's Hierarchy of Purposes we can more effectively communicate the "WHY" behind funerals.

What Makes a Healing Funeral?

The change in the consumers' understanding of the funeral ceremony itself makes it difficult to help them plan a funeral that is healing for their family. If they don't understand the "WHY" of the funeral, how will they ever understand the various elements of that create a healing funeral experience. It is the role of those in funeral service to provide that education to their families and community. It can be, however, difficult to put what we understand into words. Pairing Dr. Alan Wolfelt's Hierarchy of Purposes with his Heart of the Funeral Experience we can more effectively educate families and help them plan a meaning funeral experience.

Speaker

Don Strickland joined Funeral Director's Life in 2015 to work with select producers as an active channel Director of Sales Development. He has a BBA in Management, Master's in Human Resource Management and doctorate work in strategic leadership. He is a fourth-generation funeral professional and general lines insurance agent with over 35 years of experience in management and ownership of family owned businesses. His specific experience includes new start up and market expansion, corporate operations and marketing. With a background in sales management and product training, he joined the Learning & Development team to work on new select producer initiatives, facilitating the Wolfelt experience and implement funeral director and insurance CEU training. .

Online registration is available at KSFDA.org.

**Approval pending for funeral director and embalmer continuing education.*



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Firm Name: _____ **City:** _____

	<i>March 2nd</i>	<i>March 3rdth</i>	<i>March 4th</i>	<i>March 5th</i>
Name(s):	<u>Mayetta</u>	<u>Hays</u>	<u>Dodge City</u>	<u>Wichita</u>
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Please add \$5.00 fee per person for dinner reservations made after noon on the following reservation deadlines;
 Mayetta – Feb. 24th Hays – Feb. 25th Dodge City – Feb. 26th Wichita – Feb 27th

Member Fees:

Seminar _____ @ \$40.00 = \$ _____
 Dinner _____ @ \$35.00 = \$ _____

Non-Member Fees:

Seminar _____ @ \$200.00 = \$ _____
 Dinner _____ @ \$100.00 = \$ _____

Total Due \$ _____

Mail to: KFDA
1200 S. Kansas Avenue
Topeka, KS 66612

Fax to: 785-232-7791

Online: www.ksfda.org

Cancellation Policy: If a reservation is made and you are unable to attend, you will be charged for the cost of your dinner if you do not cancel 2 days in advance. We make every effort to re-sell the dinner to avoid charging you if we are notified of the cancellation, even on the same day.