



The Southerner

Issue 52

Summer 2017

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PRESIDENT'S MESSAGE

By Kyle Nikola

Savannah Family of Cemeteries, Savannah, GA



Our time of gathering is once again upon us as everyone (hopefully!) has made plans to join us for a great convention in Chattanooga. Being this is the last time I write to everyone as your President, I reflect with great pleasure on what has transpired in the past year having had the opportunity to serve this great Association.

During this past year, I have had the unenviable task of heading up a search for a new executive director to take the place of Mary Pearl upon her announcement of retirement at our Board Meeting. We had many great candidates come forward and with the help of our board, feel we found a very qualified and proficient successor for Mary in Susan Mena. Susan has been attending the SCCFA for quite some time and I was fortunate enough to work with her while serving on the Georgia Cemetery Association where she increased membership significantly and made the Association stronger as a whole. We will miss Mary greatly, so when you see her in Chattanooga, please take a minute to share your appreciation for all she has done in making our Association as strong as it is today.

Also at the beginning of my presidency I spoke about your Board working on a Legislative Relief Fund. While we are still hard at work to create parameters and funding, we had the opportunity to support one of our member states in North Carolina with a letter to assist with some possible legislative changes that could negatively impact their state. With our large regional reach, we are and will continue to search to better help our member states in any way we can to protect this great profession.

Lastly, this is the time of year to pass the torch along to the next President who will have the opportunity to be the head of the Southern for the 2017-2018 year. Bob Case has been a strong supporter of the SCCFA through the years and if you have not had the pleasure to know him personally like many of us have on the Board of Directors, you have at least seen him at the convention hawking you down to support the 50/50 for the education foundation! Bob is extremely passionate about our profession and helping families and I truly feel comfortable with placing the direction of our association into his skillful hands.

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LEGISLATION

By John Gouch Jr.

Gethsemane Cemetery & Memorial Gardens, Charlotte, NC

An often overlooked benefit of being a member of the SCCFA is the area of legislation. Because we have members in up to 16 states, we are privy to legislative activity within our territory of membership. We can often serve as the proverbial canary in the coal mine, as neighboring states are able to take notice of any changes affecting funeral homes or cemeteries, both productive and otherwise, and can then make the necessary adjustments and preparations for their respective legislative sessions.

Here is a rundown of recent significant legislative actions that affect our industry.

- Alabama: HB212 served to update funeral definitions, and mandated that a managing funeral director must live within 75 miles of the establishment they oversee.
- Florida: In 2016, Florida joined the small, but growing number of states nationwide that now allow for their perpetual care funds to be paid out in a total return distribution method; this is also referred to as a unitrust distribution. Their withdrawal limit is 5% of fair market value.
- Georgia: As of May of 2017, the governor of Georgia signed into law SB147 that permits a cemetery or cemetery company to request a trustee to distribute trust income utilizing certain unitrust distribution method provisions. Their withdrawal limit is 4% of fair market value.
- Kentucky: HB208 proposes to change the rules concerning who can be assigned as the death care designee. Unless related to declarant, the designee cannot be employed by a funeral home or cemetery.
- Maryland: SB50 introduced several onerous tasks that the cemetery had to perform, to notify the family before any repairs to a memorial could be performed, however the approved version seems to eliminate these obstacles and seeks to clarify that "owner of a burial lot is responsible for the care of specified monuments or memorials."
- Texas: HB1292 seeks to update laws concerning the Texas Funeral Service Commission
- Virginia: In February 2017, Virginia also joined the states that are allowed to distribute trust income using total return distribution or unitrust. Their withdrawal limit is 5% of the fair market value of the trust.
- N Carolina: Currently, there is potential threat of an amendment being added to existing legislation that would seek to abolish the Cemetery Commission and have cemeteries regulated by the Board of Funeral Service. In addition, HB529 seeks to amend the funeral laws and specifically require a crematory to only be operated by a licensed funeral director.

In response to this potential threat in NC, in May, the SCCFA submitted a position letter in opposition to a merger of the NC cemetery and funeral boards, as we do not believe that cemetery consumers would be best served by this proposed merger.

This position letter is an example of the influence that a strong, multi-state association can have on local legislation. Because most state associations are relatively small, the SCCFA is able to provide a level of protection to its member states by letting our larger voice be heard when potentially harmful legislation arises.

If your state faces any potential legislative action this year, please let us know as we are here for you.

CONVENTION

By Bob Case

Holly Hill Memorial Park, Thomasville, NC

2017 SCCFA CONVENTION "The Southern"



Bob Case

Are you ready for some "SOUTHERN"?

We're just days away from the best convention the Southern has ever seen in Chattanooga, TN! You'll want to be there and enjoy every minute.

- ✓ Great friendships will be renewed in person.
- ✓ Great business ideas will be shared that will bring dollars to your bottom line.
- ✓ Great stories will be told, and enjoyed, about "the good old days."
- ✓ Great speakers will teach us great things we need to hear and put into practice.
- ✓ Great vendors will give us the deal of a lifetime that will make us a lot of money.
- ✓ Great exhibitors will make us feel like their company cannot exist without us.
- ✓ Great leaders will guide us and direct us to much needed insight into the future.
- ✓ Great food will be enjoyed and talked about like it was the last meal we'll ever eat.
- ✓ Great libations will be enjoyed by libators and that's enough said about that.

BUT MOST OF ALL..... I can't wait to say,

"It's Great to see you again at the SOUTHERN!"

and

WE, your great SCCFA Leadership Team, can't wait to see you in Chattanooga, TN

STOP WHAT YOU'RE DOING RIGHT NOW AND REGISTER!

FILL OUT THE FORMS AND SEND THEM IN!

It's just down the road apiece from where you are!

(Also start making plans to attend The Southern 2018 in New Orleans, LA)

The Fred Factor

By Rob Ysidron

Greenlawn Funeral Home, Ft. Wayne, IN

“Are you a Fred?”

The Fred Factor, by Mark Sanborn, outlines the concept of how passion in your work and life can turn the ordinary into the extraordinary

There are 4 Fred Principles:

- 1 – Everyone makes a difference.
- 2 – Success is built on relationships.
- 3 – You must continually create value for others, and it doesn't have to cost a penny.
- 4 – You can reinvent yourself regularly.

No one can prevent you from choosing to be extraordinary! Regardless of your title, you can choose to lead and work with others to turn the ordinary into the extraordinary.

- 1 – Start with commitment: Do others know your commitments?
- 2 – Work with passion: Be passionate about what is truly important in your work.
- 3 – Cultivate Creativity: Emulate to learn, but innovate to earn.
- 4 – Develop a signature difference: Demonstrate your signature difference.
- 5 – Build Better Relationships: Treat people big.
- 6 – Elevate the customer experience: The proof is in the surprise, value, happiness and word of mouth.
- 7 – Lead like FRED: You take the lead, when you set the example.
- 8 – Create a Team of Freds: Provide encouragement, examples, ideas, and recognition.

Here is one example of “The Fred Factor” in action:

One day, a gentleman, we were serving, arrived at the Funeral Home to see his wife for the first time. Before going into the room, he asked to do so privately. When he walked in, he closed his eyes and said a prayer, “please let her look good.” He told us when he opened his eyes he was astounded at how beautiful she looked. He was so overcome by emotion that he could not get through telling us this without tears. He was eternally grateful and went on to say that the way everything was set up and the kindness from our attendants was perfect. He would be telling everyone about his experience and how professional our staff was. He concluded by telling us his aunts, who live next door to another funeral home establishment, have asked to be taken care of by Our firm....even though they live on the other side of the city. THIS is the Fred Factor... putting your passion into what you do. Growing and developing a team that understands the importance and impact you can have on each family during a time of loss.

I'm sure each of you has many examples of “The Fred Factor” happening every day in your respective businesses. Take the time to acknowledge a co-worker who is doing something extraordinary. Look for opportunities to “Be a Fred”. Make it a priority to exceed the expectations of every family you serve. Set the bar high through shared vision and commitment to excellence with your team. Together you can turn the ordinary into the extraordinary.



**MONDAY JUNE 26TH
2:00 PM - 5:00 PM**

The SCCFA Presents:
**SALES SCHOOL
BOOT CAMP**

Leo Dube, Jr.



Leo Dube, is the owner of True North. True North provides a referral group of funeral directors, elder law attorneys, and life insurance agents that have found the plentiful opportunities to help others before the need arises. Educating families about the opportunity to pre-arrange funeral services and to plan for other important end of life expenses, is what we are about.

Come and Listen to multi-million dollar a year producer speak to some of his daily habits and tools that are worth while.

Christine Hunsaker

Christine Hunsaker is one of the nation's leading cremationists. She has more than 25 years of experience in the cremation, funeral, and cemetery business and has been a corporate officer for two of the largest publicly traded funeral companies in the United States.



Ms. Hunsaker, also has extensive experience in acquiring and operating funeral homes and cemeteries. Her company, Hunsaker Partners, LLC, runs cemeteries, funeral homes and crematories in Georgia.

In 2004, Ms. Hunsaker launched Paws, Whiskers, & Wags, your Pet Crematory. Her successful pet cremation business helps over 20,000 pet owners annually at three locations that serve Georgia, South Carolina, and North Carolina.

Kathi Wells



Kathi Wells has been working with funeral home and cemetery staffs for 20+ years. She assists with sales training and staff development as well as the implementation of a variety of marketing programs. Kathi has spoken at ICCFA World of Sales Conference as well as numerous state conventions.

Group presentations continue to draw interested audiences, but they don't happen overnight. Learn the Top 5 lists of things to remember in each of the five primary areas of planning to implement a successful program at your location.

**"Don't find fault,
find a remedy"
-Henry Ford**

This year's sales school lineup speaks for itself. Do not miss these speakers and the valuable information they are prepared to share with you.

If you purchased the full registration to the convention your ticket to the sales school is included.

See you in Chattanooga!

- Lauren A. Blovins

Meet Sirius Chan. Born in Ningbo, China, educated in Toronto, Sirius returned home to build caskets for U.S. funeral homes better and more affordably than anyone thought possible. He has shown funeral directors how rethinking their casket business can lead to much higher



profits while serving families better. With hundreds of hardwood and metal casket models that rival the top domestic brands in quality but at prices far below theirs, along with a national distribution network providing the personal touch, all this could only come from a casket maker who's Sirius.

With 1.3 Billion Chinese, it was inevitable that at least one would know how to build the perfect caskets for U.S. funeral homes.



Sirius Chan
Founder & CEO



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Convention Attendance: One Key to Great Relationships

By Paula Kirchhofer

Regional Sales Manager at Coldspring, GCA & SCCFA Board Member

In the funeral and cemetery industry, business is all about relationships. When it comes to relationship building with vendors and other industry partners, nothing compares to connecting with people face-to-face. One of the best opportunities you'll have to connect in real-time is coming in June at the 2017 SCCFA Annual Convention.

Our 2017 Annual Convention, held in Chattanooga, Tenn., in conjunction with the Cemetery Association of Tennessee, the Kentucky Cemetery Association and the Georgia Cemetery Association, is one essential way that we carry out the SCCFA mission: to meet the needs of members through service and education focused on industry issues and legislation in the region, to promote ethical practices and to provide leadership in the memorialization industry.

But carrying out this mission at our convention requires everyone's attendance. It's a two-way street, where every member's participation is important. As long as everyone is there, the industry can rise up to solve challenges. Attending the conference provides a wealth of opportunities for both vendors and attendees.

For vendors, one of the primary reasons for attending is to build brand awareness. Raising brand awareness is crucial for new companies and those entering new geographical or vertical markets. Vendors recognize the benefit of sponsoring events, because your success is our success. The SCCFA family includes the leaders of the industry. What better people to align with to offer professional support with value-added services and products that fit the needs of its members?

But the benefits of attending a convention extend far beyond raising brand awareness. For both vendors and attendees, the convention will allow opportunities for:

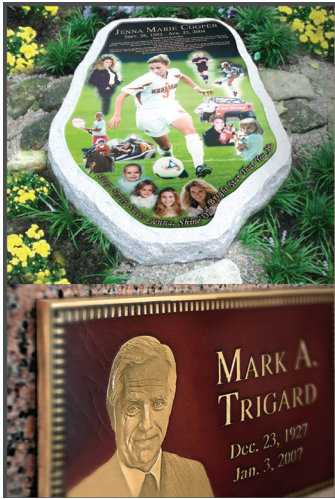
Fostering relationships. Our convention is an ideal venue for making a good first impression, but it's also a convenient way to touch base with existing clients or business partners who are in attendance. Spending time together can help build upon existing business relationships to ensure repeat customers.

Education and training. Attendees can meet and learn from industry experts through seminars, workshops, educational luncheons and hands-on demonstrations. Vendors listen to speakers talk about successes and challenges that the industry faces. Armed with this information, vendors are then able to work on solutions to help attendees face those challenges. Vendors that attend and support the SCCFA understand and know your needs because they're engaged in what's going on in the industry.

Networking. Having so many industry members in one place means you have plenty of opportunities to meet with peers, make contacts, learn from each other, share ideas and even check out the competition. Not only is networking an excellent way to brainstorm with others to identify solutions for various challenges and problems, but it also helps keep your finger on the pulse of the industry.

Learning what's trending. Our convention offers a great opportunity to learn which direction the industry is headed—and where it is not. Plus, if you find time to walk around the show floor, you can find out which booths are attracting the most attention and why. By learning what those companies are doing right, you may discover a new sales or marketing strategy you can incorporate into your own business.

The SCCFA has always been a big family where you gain friends for life. Our future success depends on our investments today. I look forward to seeing you at the "Looking to the Future" SCCFA Convention June 25-27 in Chattanooga, TN <https://www.sccfa.info/2017-SCCFA-Convention.html>.



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SCCFA Scheduled 2017 Calendar of Events

June 11 – 13: North Carolina & South Carolina Cemetery Associations Convention, Myrtle Beach, SC

June 22-24: Florida Cemetery, Cremation & Funeral Association Convention, Miami, FL

June 25 – 27: SCCFA, Cemetery Association of Tennessee, Kentucky Cemetery Association and Georgia Cemetery Association Annual Convention, Chattanooga, TN

July 16 – 19: Tri-State Cemetery Convention (Alabama, Louisiana, Mississippi), Biloxi, MS

July 20 – 25: ICCFA University, University of Memphis, Memphis, TN

Aug 4 – 6: West Virginia Cemetery Association Convention, Lakeview Resort & Conference Center Morgantown, WV

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If you do not see your Association listed, please contact the SCCFA Office (985-206-5606), so that we can update our records and add you to the Event Calendar.

Recycling of Metals for Crematories

Some Important Questions and Some Straightforward Answers

Kevin McKay, Manager - Medical and Technical Sales - Mid-States Recycling and Refining

The funeral home and crematory professions are ones that require a great deal of sensitivity, as you know, and the issue of the proper disposal of metal bio-waste is no exception. Being certain that post-cremation metals are handled properly has become an important issue, most notably in the past few years. I would like to offer some insight into the recycling process and at the same time answer some of the questions that I most commonly hear from you, the crematory operator.

Why bother with recycling at all?

As a crematory operator, you have a few choices on how to handle the metal---throw it in the garbage, bury it in the ground (believe it or not, I've actually heard that), or recycle it. As a concerned citizen, you doubtless realize that fewer precious metals need to be mined if already existing metals are available for reuse in the marketplace. As a businessperson, you also realize that some of these materials have a high intrinsic value (gold was trading near \$1,225 per troy ounce and palladium was trading near \$770 per troy ounce at the time of this writing). The issue for you is whether it is convenient and expedient for you to include recycling in your protocol.

Over the last two decades our society has become increasingly more educated about the negative environmental impact of putting heavy metals into the ground by way of landfills and garbage dumps. Doing so not only contaminates the soil and ground water, but is also against the law. Recycling has become less of an option and more of an expectation.

When referring to recycling, the term "repurpose" has become mainstream recently because it accurately describes the end result. The sectors that benefit the most from repurposing post-cremation metals are aerospace, military, automotive, medical and technology. From medical implants to circuit boards, all have a big impact on our day-to-day lives.

I think there are three essential criteria to provide maximal peace of mind in a process that relies so heavily on trust. First, choose a recycler that has smelting and in-house assaying capabilities. Any so-called recycler who relies on ball-park estimates rather than solid scientific techniques is inherently troubling. Second, choose a recycler that demonstrates complete transparency. Any recycler should be more than willing to allow you to visit the facility at any time, to witness the process, and to answer any questions you might have. You deserve the level of confidence that approach will provide. Lastly, term agreements and/or FREE equipment are a red flag. How many of you have noticed gyms and cell phone companies are shifting away from long-term agreements and allowing you to function on a month-to-month basis? Previously, they would routinely lock you into agreements that were difficult to get out of if you were unhappy. If a company is willing to give you "free" equipment in return for your metal, it seems to muddle an otherwise simple transaction. It's also probably too good to be true. I have long subscribed to the theory that you should want to do business with a company, not feel obligated to.

This article is a condensed version; the full article will be emailed to all SCCFA Members this week

**We are looking forward to seeing you at the end of June in Chattanooga!
Stop by the Mid-States Recycling booth.**

West Virginia
Crematory & Funeral Association
www.wvcfa.org

**2017 WVCFCA
Annual Convention**

August 3-5, 2017 **Lakeview Resort
Morgantown, WV**

Register Online! www.wvcfa.org

ANNOUNCEMENT

The Southern is pleased to announce the recipient of this year's ICCFA University Scholarship. She is **Sarah Schaffner from Cave Hill Cemetery Co, Inc. in Louisville, KY**. Sarah has worked for Cave Hill Cemetery for the last 13 years and is the Horticulture Manager for the property.

Sarah will be attending the ICCFA University on July 20 – 26 at the Fogelman Conference Center at the University of Memphis, Memphis, TN. She will have five days of intensive training all paid by the Southern's scholarship.



Congratulations Sarah!

YOU could be the 2018 recipient of the SCCFA Scholarship!

The University is a five-day program designed to offer intensive instruction and networking opportunities in a college-campus setting. We must receive your application by March 1, 2018. The winner will be notified not later than March 31. Then you pick the college from the seven choices available, which are:

- ♦ 21st Century Services
- ♦ International Studies
- ♦ Land Management & Grounds Operations
- ♦ Sales & Marketing
- ♦ Cremation Services
- ♦ Funeral Home Management
- ♦ Leadership, Administration & Management

and the Southern pays for your college choice, room and meals at the University. Keep a look out for the SCCFA Fall Newsletter for more information and the application for the 2018 SCCFA Scholarship.



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2017 Proposed Convention Schedule

Sunday, June 25

Time	Event	Location
7:00 am	Carpool to golf Tournament	Hotel Lobby
8:00 am – 12:00 pm	Golf Tournament	Canyon Ridge
12:00 pm - 5:00 pm	Exhibitor Set Up	Ballroom E-F-G
12:00 pm – 6:00 pm	Registration Open	
1:00 pm – 2:30 pm	CAT Board Meeting	Meeting Room 7
1:00 pm – 2:30 pm	KCA Board Meeting	Meeting Room 8
1:00 pm – 2:30 pm	GCA Board Meeting	Meeting Room 9
2:30 pm – 4:00 pm	SCCFA Board Meeting	Meeting Room 2
4:30 pm - 5:00 pm	Exhibitor Meeting	Ballroom E-F-G
5:30 pm – 7:30 pm	Opening Reception with Exhibitors (Backyard Bar-B-Que Buffet & Cornhusk Toss)	Ballroom E-F-G

Monday, June 26

7:00 am - 8:00 am	Prayer Breakfast	Meeting Room 9
7:30 am – 12:30 pm	Registration Open	
7:30 am – 8:00 am	Continental Breakfast with Exhibitors	Ballroom E-F-G
8:00 am – 8:15 am	On Time Drawings and Announcements	Ballroom H
8:15 am - 8:30 am	Welcome by CAT, KCA and SCCFA Presidents	Ballroom H
8:30 am - 9:00 am	Introduction of Exhibitors	Ballroom H
9:00 am 10:15 am	SPEAKER – Lemon Light – Video Technology for Your Website	Ballroom H
10:15 am –10:30 am	Break/Expo with Exhibitors	Ballroom E-F-G
10:30 am – 10:35 am	On Time Drawings	Ballroom H
10:35 am – 11:00 am	Introduction of Exhibitors	Ballroom H
11:00 am – 12:30 pm	SPEAKER – Buddy Noojin, Jr - Cremation	Ballroom H
12:30 pm - 1:00 pm	SCCFA Annual Meeting	Ballroom H
2:00 pm – 5:00 pm	Sales School	Ballroom H
5:15 pm – 6:15 pm	Cocktail Hour Expo with Exhibitors	Ballroom E-F-G
6:15 pm - 6:45 pm	Load buses for Dinner Cruise	Outside Conv Center
7:00 pm – 9:00 pm	OPTIONAL Dinner Cruise on the Southern Belle – Must Purchase Ticket	Southern Belle

Tuesday, June 27

7:30 am – 8:30 am	SCCFA Past President Breakfast- Green Jackets Preferred	Meeting Room 9
8:00 am - 12:15 pm	Registration Open	
8:00 am – 8:30 am	Continental Breakfast with Exhibitors	Ballroom E-F-G
8:30 am – 8:50 am	On time Drawings and Announcements	Ballroom I
8:50 am – 9:50 am	Roundtable Discussion moderated by Bob Case	Ballroom I
9:50 am – 10:20 am	Break with Exhibitors	Ballroom E-F-G
10:20 pm – 10:30 am	On Time Drawings	Ballroom E-F-G
10:30 am – 11:45 am	SPEAKER - Lori Salberg – “Technology on a Dime”	Ballroom E-F-G
11:45 am - 12:45 pm	GCA Annual Meeting	Ballroom E-F-G
12:00 pm – 12:30 pm	CAT Annual State Meeting	Meeting Room 7
12:00 pm – 1:00 pm	KCA Annual State Meeting	Meeting Room 8
12:10 pm - 2:00 pm	Exhibitor Tear Down	Ballroom E-F-G
12:30 pm - 2:00 pm	CAT New Board Meeting	Meeting Room 7
2:00 pm - 3:30 pm	SCCFA New Board Meeting	Meeting Room 2
3:45 pm - 4:00 pm	KCA New Board Meeting	Meeting Room 8
5:00 pm – 5:50 pm	Presidents' Reception	Ballroom I
6:00 pm – 7:00 pm	Celebration of Life Ceremony	Ballroom I
7:00 pm – 8:30 pm	Banquet, Installation of Officers & Awards - Cocktail Attire	Ballroom I
8:30 pm – 11:00 pm	Entertainment	Ballroom I

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QUESTIONS?

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Field Sales Manager at: 1-800-628-8439

SCCFA / CAT / KCA / GCA 2017 CONVENTION REGISTRATION FORM

June 25 - 27 ☼ Chattanooga Convention Center, Chattanooga, TN

Please type or print. If you are registering more than one person, please photocopy this form for additional registrants.

Name _____ Badge name _____
 Spouse/Guest Name _____ Badge name _____
 Child Name _____ Age _____ Child Name _____ Age _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone (____) _____ Fax (____) _____
 E-mail Address _____ Website Address _____

Is this your first SCCFA convention? Yes No ☼ Are you an IMSA member Yes No

Payments must accompany registration form to receive early registration discounts.

REGISTRATION FEES:	<u>Before 05/10</u>	<u>After 05/10</u>
<input type="checkbox"/> SCCFA <input type="checkbox"/> CAT <input type="checkbox"/> KCA <input type="checkbox"/> GCA	(✓ all associations you belong to)	
Cemetery/Funeral Home Member	\$ 395	\$ 495
Spouse/Guest	\$ 250	\$ 350
Cemetery/Funeral Home Non-member	\$ 495	\$ 595
Exhibitor Member	\$ 495	\$ 595
2 nd + Exhibitors	\$ 250	\$ 350
Exhibitor Non-member	\$ 700	\$ 800

Full Registration Includes: Opening Reception, Monday Reception, Breakfast with Exhibitors, Daily Admission to the Exhibits, All Program Sessions, Sales School, Closing Reception & Banquet

Optional Events

_____ 06/24 Golf Tournament --\$500 foursome / \$125 individual = \$ _____
 MUST HAVE HANDICAP(S): ➔ _____ ◀ **IMPORTANT**
 Includes Breakfast & Beverage Cart

_____ 06/26 Riverboat Dinner Cruise-----\$ 45 per person = \$ _____

_____ 06/26 Prayer Breakfast----- \$ 30 per person = \$ _____

_____ 06/27 SCCFA Past Presidents Breakfast

Non-Registered Spouse / Guest must purchase Tickets to attend the Opening Reception, Monday Reception and Banquet

Opening Reception & Buffet Ticket (06/25)
 Unregistered Spouse / Guest
 # _____ X \$90 each = \$ _____
 Children Under Age of 12 are free
 Tickets purchased after 06/01 are \$100

Sales School Additional Tickets (06/26)
 # _____ X \$100 each = \$ _____

Monday's Reception Ticket (06/26)
 Unregistered Spouse / Guest
 # _____ X \$50 each = \$ _____
 Children Under Age of 12 are free
 Tickets purchased after 06/01 are \$60

Reception & Banquet Ticket (06/27)
 Unregistered Spouse / Guest
 # _____ X \$125 each = \$ _____

Registration Fees \$ _____ + Additional Tickets & Optional Events \$ _____ = TOTAL DUE \$ _____

CHECK (Please make payable to SCCFA) VISA MASTERCARD

Print name as it appears on credit card _____

Credit Card # _____ Exp. Date _____

Signature _____ Verification Code: _____

Cancellation Policy: Registrants canceling their registrations before May 25, 2017 will receive refunds. (on back of card)
 Cancellation must be in writing and will be subjected to a \$50 per person processing fee. Registrations after May 25, 2017 will not be refunded.

PLEASE RETURN THIS FORM WITH PAYMENT TO:
SCCFA, 69057 Taverny Court, Madisonville, LA 70447

DON'T FORGET TO MAKE YOUR HOTEL RESERVATIONS!
Marriott Chattanooga Downtown ☼ Phone# 1-423-756-0002 ☼ \$139.00/night*
*** Room Rates increase dramatically after June 1**

For more information please contact:

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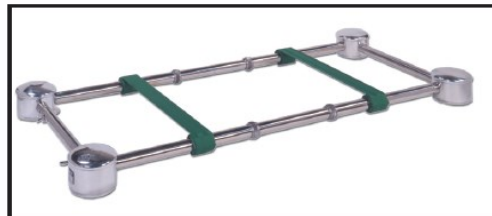


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