

SCIENCE

THE NEW JERSEY STATE BOARD OF MORTUARY

124 HALSEY STREET, NEWARK NJ, 07101  
HUDSON ROOM, 6<sup>th</sup> FLOOR  
9:30 A.M., TUESDAY, APRIL 7, 2015  
<http://www.state.nj.us/lps/ca/nonmed.htm#mort7>

OPEN SESSION MEETING AGENDA

1) OPEN STATEMENT

2) ROLL CALL

James J. Marrocco, President  
Thomas M. Keiser, Jr., Secretary  
Charles F. Bechtold  
Thomas E. Day  
Garrett C. Jones  
Curtis S. Macysyn (Public Member)  
Bayode Olabisi (Public Member)  
Anthony J. Papavero Jr.  
John Radzieta Sr.  
Lloyd Wimberg

3) APPROVAL OF MINUTES

4) EXECUTIVE DIRECTOR'S REPORT

A) Total number of complaints received in February/March: 6 Total for 2015: 9

B) Next Board meeting: Tuesday, May 5, 2015, Hudson Room, 6<sup>th</sup> floor.

C) 16 Candidates passed and 4 failed the February 20, 2015 Jurisprudence Examination.

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5) **INTERN REGISTRATIONS**

- A) Jenna Bakstad, Galante Funeral Home
- B) Jeremy Brunwasser, McCracken Funeral Home
- C) Rayvn Conner, Middleton-Stroble & Zale Funeral Home
- D) Erik Dalton, Kingston and Kemp Funeral Home
- E) Brenna Daly, Ocean County Cremation Services
- F) Gabriel Glover, G.G. Woody Funeral Home, LLC
- G) James Jacob, Barnegat Funeral Home
- H) Meagan Miele, Warren Hills Memorial Home
- I) Annalyse Russo, Doyle Funeral Home, Inc.
- J) Braxton Turner, Ledford Funeral Home, Inc.

6) **NEW LICENSEES**

- A) Margaret Dos Anjos Licensed by Credentials
- B) Alexandria Sprague Licensed by Application

*Licensed by Application for 2015:2*

*Licensed by Credentials for 2015:1*

7) **NEW INSTALLATIONS**

- A) James W. Conroy Funeral Home, South Plainfield, Mgr., James A. Gustafson
- B) Affordable & Dignified Cremation Services of New Jersey, South Plainfield, Mgr.  
James Gustafson

C) Middlesex Funeral Home, Middlesex, Mgr., James A. Gustafson

D) South Plainfield, South Plainfield, Mgr., James A. Gustafson

E) Piscataway Funeral Home, Piscataway, Mgr., James A. Gustafson

F) Manke Memorial, Ramsey, Mgr., John P.L. Manke

G) Lavarin's Funeral Home, Inc. Trenton, Mgr., Willy P. Lavarin

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## **8) CONTINUING EDUCATION**

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

### **A) The Dodge Institute for Advanced Mortuary Studies: Sally Belanger**

1) The Dodge Technical Seminar-Cincinnati 2015 (4/15-16/15)

**8hrs**

### **B) Eastwick College: Daniel Simone**

1) The Good Death, Good Grief, Good Funeral:.....(5/15/15)

**3hrs**

2) Funeral Service Ethics (various)

**1hr**

3) OSHA (various)

**2hrs**

### **C) Hospice Foundation of America: Kristen Nanjundaram**

1) The Longest Loss: Alzheimer's Disease and Dementia (4/22/15)

3hrs

**D) Creter Vault Corporation: William Robertson**

1) Burial Vaults 101: A Guide to Selling....(various)

1hr

2) Vault and Concrete Plant Tour (various)

2hrs

**E) Funeral Home Memorial Supply: William Robertson**

1) Plant Tour (various)

1hr

2) Monument Merchandising (various)

2hrs

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**F) MKJ Marketing: Krystal Casey**

1) Strategies For a Declining Industry: "Competition....."(2/23/15)

3hrs

2) Strategies For a Declining Industry: "Sales....." (2/24/15)

3hrs

3) Strategies For a Declining Industry: "Digital....."(2/25/15)

3hrs

**G) Thanos Institute: Richard Rizzo**

(Additional information provided to Chairman Bechtold only)

- 1) Bereavement and the Funeral Director (home study)  
**10hrs**
- 2) Forensic Pathology For Funeral Directors (home study)  
**10hrs**
- 3) Grief Counseling for Funeral Directors (home study)  
**10hrs**
- 4) Organ, Tissue Donation and the Funeral Director (home study)  
**10hrs**
- 5) Unexpected, Traumatic Death and the Funeral.....(home study)  
**10hrs**
- 6) A Student Dies, A School Mourns.....(home study)  
**10hrs**
- 7) Restorative Art & Cosmetology (home study)  
**10hrs**
- 8) Embalming (home study)  
**10hrs**
- 9) Management Skills For Funeral Directors (home study)  
**5hrs**
- 10) OSHA Compliance & FTC Rules (home study)  
**5hrs**

**H) National Funeral Directors & Morticians: Cornell Robinson-Carroll**

- 1) Leadership: What Type of Leader Are You? (2/9/15)  
**1hr**
- 2) Professionalism: Are You Prepared to be Recruited? (2/9/15)  
**1hr**

**I) National Funeral Directors Association: Kathleen Walczak**

- 1) Effective Community Outreach....(various)  
**1hr**
- 2) NFDA CPC Correspondence Program (various)

15hrs  
 3) Meet The Mentors (various)  
 8.5hrs

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**J) Education Workers Group: Barbara Cardone**

(Additional information provided to Chairman Bechtold only)

- 1) Burial With Military Honors (funeralcontinuingeducation.com)  
**3hrs**
- 2) Complying With The FTC.....(funeralcontinuingeducation.com)  
**2hrs**
- 3) Ethics, Attitude & Customer....(funeralcontinuingeducation.com)  
**3hrs**
- 4) Funeral Products and..... (funeralcontinuingeducation.com)  
**2hrs**
- 5) Funeral Ethics and Best..... (funeralcontinuingeducation.com)  
**3hrs**
- 6) Helping Parents Cope with...(funeralcontinuingeducation.com)  
**1hr**
- 7) Helping Parents Help.....(funeralcontinuingeducation.com)  
**1hr**
- 8) Limited Exposure to HIV/AIDS (funeralcontinuingeducation.com)  
**1hr**
- 9) Understanding Modern Funeral.... (funeralcontinuingeducation.com)  
**1hr**
- 10) OSHA Compliance for Funeral.....(funeralcontinuingeducation.com) **2hrs**
- 11) Perinatal Bereavement.....(funeralcontinuingeducation.com)  
**2hrs**
- 12) Restorative Art & Modern....(funeralcontinuingeducation.com)  
**3hrs**
- 13) The Sociology of Death (funeralcontinuingeducation.com)  
**2hrs**
- 14) Understand Hospice & Palliative...(funeralcontinuingeducation.com)  
**1hr**
- 15) Upselling Without Upsetting.....(funeralcontinuingeducation.com)  
**1hr**
- 16) When Children Die: Guidance...(funeralcontinuingeducation.com) **1hr**
- 17) Working With The Cemetery(funeralcontinuingeducation.com)  
**2hrs**

**K) MKJ Marketing: Krystal Casey**

(Additional information provided to Chairman Bechtold only)

- |     |    |               |           |                                          |
|-----|----|---------------|-----------|------------------------------------------|
| 1hr | 1) | International | Deathcare | Import-Export..“Essentials...”(1/28/15)  |
|     | 2) | International | Deathcare | Import-Export..“Getting...”(1/28/15)     |
| 1hr | 3) | International | Deathcare | Import-Export..“Importing...”(1/28/15)   |
|     | 4) | International | Deathcare | Import-Export..“More Than...”(1/28/15)   |
| 1hr | 5) | International | Deathcare | Import-Export..“It’s Not .....”(1/28/15) |
|     | 6) | International | Deathcare | Import-Export..“Marketing...”(1/28/15)   |
| 1hr |    |               |           |                                          |

**L) Insight Institute: Glenda Stansbury**

(Additional information provided to Chairman Bechtold only)

- |  |    |           |         |            |           |
|--|----|-----------|---------|------------|-----------|
|  | 1) | Certified | Funeral | Celebrants | (various) |
|  |    | 17hrs     |         |            |           |

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**M) Practicum Strategies: Susan Peterson**

(Additional information provided to Chairman Bechtold only)

- |      |    |                                                        |
|------|----|--------------------------------------------------------|
|      | 1) | Motivation and Coaching for the.....(home study)       |
| 4hrs |    |                                                        |
|      | 2) | Managing Stress for Funeral Professionals (home study) |
| 4hrs |    |                                                        |
|      | 3) | The Vanguard of Competition (home study)               |
|      |    | 3hrs                                                   |
|      | 4) | Hazardous Chemical and Toxic.....(home study)          |
|      |    | 3hrs                                                   |
|      | 5) | Complying With The Funeral Rule (home study)           |

- 5hrs  
6) Pre-Planning for Funeral Home Business (home study)
- 5hrs  
7) Grief 101 For Funeral Directors (home study)
- 4hrs  
8) The Funeral Profession and Consumer.....(home study)
- 4hrs  
9) Coping With Stress as a Funeral.....(home study)
- 4hrs  
10) Sacred/Sensitive... and Sane (home study)
- 4hrs  
11) Funeral Values (home study)
- 3hrs  
12) A Review of  
Basic Embalming Procedures (home study) 4hrs
- 13) Dealing With Communicable Diseases....(home study)
- 3hrs  
14) Universal Precautions HIV/AIDS (home study)
- 4hrs  
15) Job Burnout in Funeral Service  
(home study) 4hrs
- 16) OSHA: Practical Guide for Funeral.....(home study)
- 4hrs  
17) How Do We Tell The Children (home study)
- 4hrs  
18) Cremation: The Concept, The Client,.....(home study)
- 4hrs  
19) The Process (home study)
- 4hrs  
20) Understanding and Completing the Certificate.....(home study)
- 1hr
- 21) Power Communication for Funeral... (home study)
- 4hrs  
22) Marketing 101 for Funeral Directors (home study)
- 3hrs  
23) Intermediate  
Marketing for Funeral.... (home study) 3hrs
- 24) Living With The FTC's Funeral Rule (home study)
- 3hrs  
25) OSHA for Small Business (home study)
- 3hrs  
26) Employee Recruitment and Retention....(home study)
- 2hrs  
27) Embalming Chemistry (home study)
- 3hrs  
28)  
Cremation: Yesterday, Today and Tomorrow (home study) 2hrs



**N) National Funeral Directors Association: Kathleen Walczak**

- 1) How We Help Veterans ( 3/4/15)  
**1hr**
- 2) Mass Fatality In a High Threat... (3/5/15)  
**1hr**
- 3) Mass Fatality Panel (3/5/15)  
**1hr**
- 4) Online Engagement: Tech Terms & Tools... ( 4/9/15)  
**1hr**
- 5) Certified Preplanning Consultant Seminar ( 5/7/15)  
**8hrs**

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**O) NJ Sharing Network: Wendy Rothschild**

(Additional information provided to Chairman Bechtold only)

- 1) Funeral Director's Presentation 2015 (various)  
**1hr**

**P) National Funeral Directors Association: Jackie Lindberg**

- 1) All Stressed Out and Ready to Blow (4/25/15)  
**1.5hrs**
- 2) The Business of Being A Woman (4/25/15)  
**1.5hrs**
- 3) Round Table Discussions (4/25/15)  
**2hrs**
- 4) What Happens In Washington D.C. ?....(4/26/15)  
**2hrs**
- 5) He Said-She Said: The Differing Language of....(4/26/15)  
**1.5hrs**
- 6) Restorative Art: From The Ordinary to.....(4/26/15)  
**2hrs**

**Q) Middlesex & Somerset County Funeral Directors Association: Thomas DeMarco**

- 1) Burial Protocol At the Wm C. Doyle Veterans.....(3/26/15)

**1hr**

**R) Matthews International: Peter Buck**

- 1) 10 Arrangements Step Essential For Families.....(various)

**1hr**

- 2) Moving From Grieving to Remembrance (various)

**1hr**

- 3) The Beauty, Characteristics and Value....Metals.....(various)

**1hr**

- 4) The Beauty, Characteristics and Value....Woods.....(various)

**1hr**

**S) Elite Continuing Education: Tracey Foster**

(Additional information provided to Chairman Bechtold only)

- 1) HIV/AIDS-Communicable Diseases.....(continuous)

**2hrs**

- 2) Grief and the Role of the Funeral Professional (continuous)

**3hrs**

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**T) SCI-Dignity University: Alexandria Barnes**

- 1) Back Safety (continuous)

**1hr**

- 2) Bloodborne Pathogens (continuous)

**1hr**

- 3) Compliant Resolution (continuous)

	<b>1hr</b>	4) Cremation Theory (continuous)
<b>1hr</b>		
5) Effective Telephone Communication (continuous)		
<b>1hr</b>		6) Effective Employee Counseling (continuous)
	<b>1hr</b>	
7) Effective Supervision (continuous)		
		<b>1hr</b>
8) Fire Safety (continuous)		
	<b>1hr</b>	9) Formaldehyde
Awareness Training (continuous)		<b>1hr</b>
10) FTC - Funeral Rule (continuous)		
	<b>2hrs</b>	
11) Hazard Communications (continuous)		
	<b>1hr</b>	12) Hiring, Training &
Retaining High.....(continuous)		<b>1hr</b>
13) Hospice Explained (continuous)		
	<b>1hr</b>	
14) Jewish Funeral Traditions (continuous)		
	<b>1hr</b>	
15) Managing Change (continuous)		
	<b>1hr</b>	16) Office Safety
(continuous)		
<b>1hr</b>		
17) Respiratory Protection (continuous)		
	<b>1hr</b>	
18) Funeral At-Need Contracts:.....(continuous)		
	<b>1hr</b>	
19) Workplace Discrimination (continuous)		
	<b>2hrs</b>	
20) Workplace Diversity (continuous)		
	<b>1.5hrs</b>	
21) Workplace Harassment (continuous)		
	<b>2hrs</b>	

**U) National Funeral Directors Association: Kathleen Walczak/Jackie Lindberg**

1) Certified Preplanning Consultant Program....(various)

8-16hrs

**V) International Order of the Golden Rule: Jessica Smith**

(Additional information provided to Chairman Bechtold only)

- 1) 2015 Annual Conference & Supplier Showcase (4/23-25/15)

11hrs

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**W) National Funeral Directors Association: Jackie Lindberg**

- 1) Annual All-Staff Training With The FTC.....(5/14/15)

2hrs

- 2) New Campaign Tool to Inspire Families..... (5/28/15)

1hr

**X) Eastwick College: Dr. Daniel Simone**

- 1) NJ Mortuary Rules & Regulations Revisited (various)

2hrs

**Y) Ethics Training and Consulting, LLC: Claudia Hawkins**

(Additional information provided to Chairman Bechtold only)

- 1) The Case For Funeral Service Ethics (TBD)

3hrs

- 2) Maximizing Your Image (TBD)

2hrs

**Z) Sylvia L. Saxton: Sylvia Saxton**

- 1) Overview of the Ebola Virus (various)

**1hr**

- 2) Ebola Virus for Healthcare Workers & Embalmers (various)

**2hrs**

- 3) Overview of Infectious Diseases The Funeral..... (various)

**3hrs**

**ZA) National Funeral Directors Association: Jackie Lindberg**

- 1) NJDA Business Conference (5/6/15)

**8.5hrs**

**ZB) National Funeral Directors Association: Jackie Lindberg**

- 1) Talkin' bout My Generation: Four Generations.....(5/21/15)

**1hr**

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**ZC) Edith Churchman: Edith Churchman**

(Additional information provided to Chairman Bechtold only)

- 1) Ethics Case Studies (various)

**1hr**

- 2) Getting the Most from Your Firms Preneed (various)

**1hr**

- 3) Preneed Case Studies (various)

**1hr**

- 4) Funeral Ethics (various)

- 5) **1hr** Funeral Agent (various)  
**1hr** 6) The New Jersey Medicaid Funeral (various)  
**1hr**
- 7) Funeral Home Rentals (various)
- 8) The New Jersey Apprentice (various)  
**1hr** 9) Funeral Ethics in the Internet Age  
**1hr** 10) Funeral Home  
(various) Codes (various)  
Dress
- 11) Going Green for your Funeral Home:.....(various)  
**1hr** 12) The Art of the Apology (various)  
**1hr** 13)
- Harassment in the Funeral Service Workplace (various)  
**1hr**
- 14) Preparing Your Firm For OSHA (various)  
**1hr**
- 15) FTC Review (various)  
**1hr**

ZD) Mark Samuel Ross, Esq.,: Mark Samuel Ross

- 1) Annual OSHA Training (TBD)  
**2hrs**
- 2) Annual OSHA Training-Refresher (TBD)  
**1hr**
- 3) NJ Pre-Need Rules and Regulations-.....(TBD)  
**2hrs**
- 4) Liability and the Funeral Home.... (TBD)  
**2hrs**
- 5) Privacy and the Funeral Home (TBD)  
**2hrs**
- 6) Trend and Issues in Funeral Service (TBD)  
**2hrs**
- 7) Understanding Probate, Estate.....(TBD)  
**2hrs**

- 8) Complying With the FTC Funeral Rule (TBD)  
**2hrs**
- 9) Work First NJ, The Medicaid Recapture Rule (TBD)  
**2hrs**
- 10) Towards A Code of Ethics For Funeral Service (TBD)  
**2hrs**
- 11) Jewish Funeral Practice (TBD)  
**2hrs**

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**ZE) Goldstein Funeral Chapel, Inc.: Martin Goldstein/Michael Mittenzwei**

- 1) Funeral Directing Ethics (various)  
**2hrs**
- 2) Pre-Need (various)  
**2hrs**
- 3) The Right of Disposition (various)  
**1hr**

**ZF) National Funeral Directors Association: Jackie Lindberg**

- 1) Tech Talk (5/14/15)  
**1hr**
- 2) The New Customer Experience (5/13/15)  
**1hr**
- 3) AFE-Demonstration #1and #2:.....(5/12-13/15) **2hrs**
- 4) AFE-Lecture: Embalming Difficult Cases (5/14/15)  
**1hr**

9) CORRESPONDENCE

A) Linda Van Arsdale, Trust Project Manager for Choices, informs the Board that they were authorized to prepare the notification letters to the preneed purchasers, regarding the change of ownership for Middlesex Funeral Home, Piscataway Funeral Home, South Plainfield Funeral Home and Affordable & Dignified Cremation Services of NJ. **FYI.**

B) Linda Van Arsdale, Trust Project Manager for Choices, informs the Board that they were authorized to prepare the notification letters to the preneed purchasers, regarding the change of ownership for Robert L. Ford Funeral Home. **FYI.**

C) Linda Van Arsdale, Trust Project Manager for Choices, informs the Board that they were authorized to prepare the notification letters to the preneed purchasers, regarding the change of ownership for Lowenstein Funeral Home. **FYI.**

D) Frank Galante, informed the Board that he inadvertently pressed the wrong key, when completing the license renewal questionnaire, regarding having been disciplined. **FYI.**

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E) Richard Galante, Jr, informed the Board that he inadvertently pressed the wrong key, when completing the license renewal questionnaire, regarding having been suspended or disciplined. **FYI.**

F) David Flotard, informed the Board that an incorrect answer was submitted on the license renewal questionnaire, regarding having been suspended, revocation, surrender or other action taken against his license. **FYI.**

G) Barbara Bromirski, informed the Board of the passing of William Bromirski, and her decision to assume the role as manager of the Bromirski Funeral Home Inc. **FYI.**



H) Linda Van Arsdale, Trust Project Manager for Choices, informs the Board that they were authorized to prepare the notification letters to the preneed purchasers, regarding the closing of Paul Ippolito Memorial Home. **FYI.**

I) Peter Cummings, informed the Board of a typographical error that was entered on the license renewal questionnaire, regarding having been suspended, revocation, surrender or other action taken against his license. **FYI.**

J) John M. Gorny is not sure why the Board is questioning his renewal application concerning suspension, revocation, surrender or other action taken against his license.

K) Elizabeth Gormley Johnson, informed the Board of a typographical error that was entered on the license renewal questionnaire, regarding having been suspended, revocation, surrender or other action taken against her license. **FYI.**

L) Jeffrey Heagen, informed the Board that he checked the wrong box, when completing the license renewal questionnaire, regarding having been disciplined. **FYI.**

M) Angela Ippolito, informed the Board that she accidentally hit yes on the license renewal questionnaire, regarding having been suspended, revocation, surrender or other action taken against her license. **FYI.**

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N) Vincent Grauso, informed the Board of a typographical error that occurred on the license renewal questionnaire, regarding being a U.S. Citizen. **FYI.**

O) Mike Roberson, informed the Board of a typographical error that was made on the license renewal questionnaire, regarding having been suspended, revocation, surrender or other action taken against his license. **FYI.**

P) James Ronald Curry, apologized to the Board for a typographical error that was made on the license renewal questionnaire, regarding having been convicted of a crime or having any violation with the law enforcement. **FYI.**

Q) Christopher Young informed the Board of his 2012 DWI. **FYI.**

R) John J. Sperling IV, informed the Board of his 2013 DUI. **FYI.**

S) Minerva L. Feagin, advised the Board of her arrest in 2014 for Theft of movable property. **FYI.**

#### 10) OPEN DISCIPLINARY MATTERS

A) 14-47 Marrocco Funeral Home, Passaic, Peter Marrocco paid the penalty of \$250.00 for the violation of N.J.A.C.13:36-4.1 (a)(b) on March 11, 2015. **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